

*First in
The Drycleaning
Industry
Since 1910*

THE **NATIONAL CLEANER**

A REUBEN H. DONNELLEY PUBLICATION

**New Machines and
Methods TODAY
To Meet Tomorrow's
PROBLEMS!**

**PLUS
BUYERS' GUIDE
MARCH · 1961**

GUIDEBOOK ISSUE

**Get
'em
both!**



Get 'em both!

You catch Dirty Solid with Hyflo...
Now you've got Hysweet* to catch
Fatty Acid (and with minimum
detergent loss!)*

Sure, you use a sweetener now . . . or distill . . . to rid your solvent of free fatty acid. But think of the good "soap" you lose at the same time! No more!

Hysweet — a modern sweetener by Johns-Manville, the maker of Hyflo — chases more free fatty acids from your solvent. And . . . with almost no "soap" loss! Tests show you can save up to \$350 yearly, based on a 125-gallon charged system, as compared to weekly distillation.

You add Hysweet *after* your regular Hyflo precoating. The need to distill is drastically reduced . . . even eliminated. You no longer need to worry about free fatty acid build-up.

How to get Hysweet? Ask your Hyflo dealer or write: Johns-Manville, Box 14, New York 16, N. Y. In Canada, Port Credit, Ontario.

HYFLO • HYSWEET



*Hyflo and Hysweet trademarks Reg. U. S. Pat. Off.

JOHNS-MANVILLE





SICK-SICK-SICK

Operating
costs high...



**8 FAMOUS
BUCKEYE
PRODUCTS**

answers every need for more
effective, more economical
DRY CLEANING

1. Neutra-Lene, deodorant
2. Rain-Dry, water repellent
3. Buckeye Size, water-soluble and safe
4. Klor-Lene, touch-up spotting solution
5. Neutral Lubricant, soil and stain remover
6. Re-Vi, water repellent fabric re-texturer
7. Wet Spotter, all-purpose spotter
8. Paint, Oil and Grease Remover, the original wet or dry spotter.

*Famous Buckeye Eight—
Standard in the Industry*

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BUCKEYE PRODUCTS
contact your local distributor
or write **THE DAVIES-YOUNG
SOAP COMPANY**

AH...here's
the answer!

**BUCKEYE
SIZE**
.....



**Proved best for
ALL fabrics!
Lowers Finishing Cost!**

You'll give everything from laces and nets to
silks, woolens, linens, synthetic fabrics, draperies,
slacks, and sport shirts a new look and life
with Buckeye SIZE. It's completely *water
soluble*. It's safe . . . will not spot or discolor
garments. Will not sour or become rancid.
It's *odorless*, too . . . gives garments a freshness
that customers appreciate. Thousands of
users have proved Buckeye best. So will you!

For further information contact your local
Buckeye Distributor—or write, wire the
Davies-Young Soap Co.



THE
Fabric-Safe[®]
 DUAL-FINISHING
 METHOD



PRESSES MORE FOR LESS

... because garments pressed by the Fabric-Safe method are pressed **right the FIRST time** ... because no do-overs are required to remove shine or moiré-streaking or harsh seam impressions... because there are never any "nickel spots" to steam out ... because heat-sensitive synthetics can be handled as fast and as safely as wools or cotton.

SAFE FINISHING OF ALL FABRICS

Fabric-Safe



Only \$29.85 for
 38" to 45" sizes



Fabric-Safe DOUBLEPLATE[®]
 with **CAT-TONGUE**[®]
 —the textured pressing surface—

- ... Fabric-Safe Doubleplate positively prevents steam marks (nickle spots)
- ... the textured surface reduces shine ... lifts nap ... eliminates moiré

CUSHNTOP



Only \$18.95 for
 38" to 45" sizes

CUSHNTOP
Buk-Cover[®] & Pad

PERMANENTLY-RESILIENT pressing surface
 Ends all your BUCK pressing problems:

- ... Lastingly soft where the softness is needed—right at the garment
- ... Absorbs multiple thicknesses of fabric (seams, pockets, lapels, cuffs, buttons, etc.) to give all areas equal pressure ... equal finishing

ORDER FROM
 YOUR JOBBER



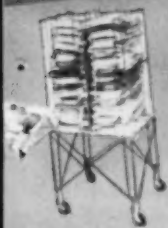
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BISHOP FREEMAN CO.

MFRS.
 EVANSTON, ILLINOIS, U.S.A.

BISHOP Cleaners-Laundry WORK-SAVERS

Cut costs — boost production and profit

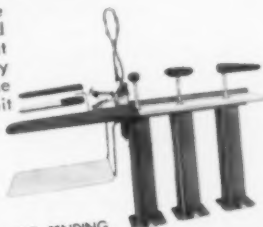


BISHOP SHIRTRANSPORTS

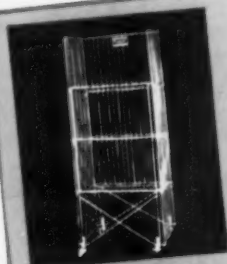
Cut handling $\frac{1}{2}$ fold up to save space. All steel. In 2 sizes: B29-50 (for 50 shirts); B29-100 (100 shirts).

BISHOP® PUF 'N' IRON' FINISHER

The all purpose hand finishing and touch up unit that keeps the quality and adds to the production of unit finishing.



PAT. PENDING



BISHOP 3-SHELF TRANSPORTER B29-11W

Shelves 26" wide, 18" deep, 15" apart, entire unit is collapsible.



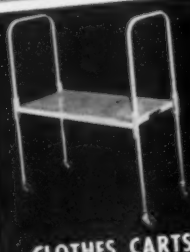
REVOLVING SORTER

Model B26-10.

50 bins in arm's reach to sort twice as fast in half space. Turns at flick of finger; holds 500 shirts. Won't tip.



A BISHOP® BRONZE Flexible Hose FOR ALL LAUNDRY & CLEANING PRESSES



CLOTHES CARTS

Cut handling from tumblers to spotters to finishers; save space, reduce fatigue. Each cart holds up to 150 lbs. No. B2-100



TEFLON Steam Iron HOSE

Lasts many times longer than rubber. Teflon core doubly protected with DACRON covering. Ends all of your hose problems.

Sort at the Folder ...

**SAVE \$1,000
PER YEAR**



MultiTier Sectional Sorter - Transporter

Start with what you need now ... ADD bins five-at-a-time as your needs increase.

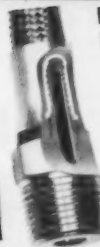
10-Bin, 15-Bin, 20-Bin Units



Rollo-Ball TEAR-PROOF BAGGING ROD

WITH STAND
SAFE FOR PLASTIC
IDEAL FOR PAPER

MODEL NO. B30-98A



FOR ALL LAUNDRY AND
DRY CLEANING PRESSES

BISHOP'S BISHLON® WITH CORE OF TEFLON®

Doubly protected with silvery metal braid. Bishlon ends all of your hose problems.

TEFLON CORE



BISHOP MOBILMARKER

3-in-1 unit of storage bin, hopper and marking table. Just load (at truck), roll (to open area in plant), and mark. Made in 2 sizes: B2-133D (120#) B2-131D (200#)

BISHOP
MOBILMARKER

Fabric-Safe® DOUBLEPLATE®



SIZES TO FIT ALL MODELS
OF CLEANERS PRESSES

BOOSTS PRODUCTION . .
INCREASES QUALITY

NO steam marks, moiré
or heat-damage...
NO glazed seams

Never before anything like it. Cushioned pressing surface — PERMANENTLY resilient and flexible — perfectly matched to special shock-absorbing, heat-resistant padding. Makes all presses — and pressing — better, faster, easier by far.

SIZES TO FIT ALL MODELS
OF CLEANERS PRESSES

CUSHN TOP®

BUK-COVER & BUK-PAD

SPRAY GUNS

SUPER SPRAY MODEL B70-5555



MODEL F Squeeze-Type Gun



MODEL S Pistol-Type Gun

BishoMatic® thumb-controlled solenoid-operated STEAM-ELECTRIC IRON

Complete as shown, including cord, steam hose, solenoid, valve, pilot light, separator, cord arm, mounting bracket, ready to install on board . . .



No. B63-53 (3-lb. iron)
No. B63-56 (6-lb. iron)

SHOULDER & SLEEVE PUFFY



MODEL B5-1115B

The polished and perforated of this puffing unit is identical and shaped for a wide variety of finishing applications . . . no cost quickly out of savings in cost and effort. Delivers air to increase production and while reducing finishing time.

BISHOP FREEMAN CO.

MANUFACTURERS
EVANSTON, ILL., U.S.A.



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MAIL CHANGES OF ADDRESS AND SUBSCRIPTION ORDERS TO:

The National Cleaner, 466 Lexington Avenue, New York 17, New York. Change of address should reach us one month in advance.

Please include your city delivery zone number.

SUBSCRIPTIONS: United States and Canada, \$4.00 per year; foreign countries in postal union, \$6.00 in advance. Single Copy: United States and Canada, 50 cents; foreign, 75 cents. Guidebook Issue, \$2.00. THE NATIONAL CLEANER, March, 1961. Published monthly by Magazine Publishing Division, The Reuben H. Donnelley Corporation, Executive and Editorial Offices, 466 Lexington Avenue, New York 17, N. Y. Volume 52, No. 3. Entire contents of this publication covered by general copyright, 1961. The Reuben H. Donnelley Corp. All rights reserved. Entered as 2nd class matter June 1, 1948, at the Post Office, Lancaster, Pa., under the act of March 3, 1879.

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Address the Editor:
THE NATIONAL CLEANER
466 Lexington Ave., New York 17, N.Y.



Q ● How does
your drycleaning
differ from
the coin-ops?



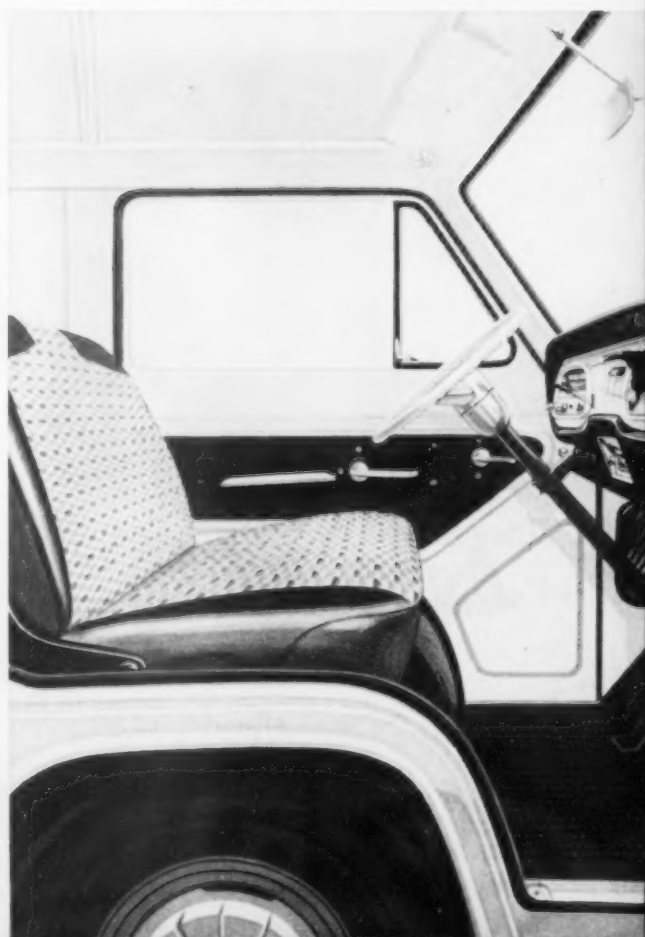
MYCEL

THE 2-BATH METHOD

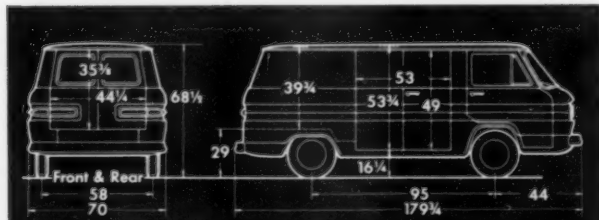
with Conductivity Control

Our drycleaning is better
because we give your garments
an EXTRA RINSE
in distilled solvent!

MP-353 COPYRIGHT 1961 R. R. STREET & CO. INC. 561 W. MONROE ST. CHICAGO 6, U.S.A.



TOTALLY ★★★★★ NEW CHEVROLET CORVAN MADE TO MEASURE FOR MORE EFFICIENT DELIVERY DUTY!

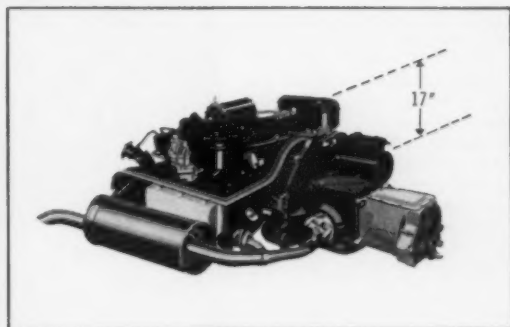


Measurably more load space than conventional half-tonners! Cargo area is almost 10 feet long, thanks to rear-engine design which eliminates the hood.

■ Size up a new Chevy Corvair 95 Corvan and you'll see scores of features and dimensions that measure up to a new standard of profit-producing performance. Look at the whopping-big load space, for instance, made possible by the efficient rear-engine no-hood design. Or check the nearly *even* weight distribution, front and rear, that enables a Corvan to carry up to 1,700 lbs. of payload with a 4,600-lb. GVW.

Note, too, the short 95-inch wheelbase that pays off in nimble maneuvering and easy parking. And, while you're at it, try Chevrolet's newest engine, Corvan's rear-mounted aluminum Turbo-Air 6. Feel its fleet power and don't forget that it never needs anti-freeze or radiator repairs! (Tucked between the rear wheels, it stays out of the way and stays on top of fuel costs, too.)

But above all, don't miss the *quality* that's been engineered into this new panel. It shows up everywhere, but particularly in the chassis and body construction. In the tough integral floor-frame assembly, in the smooth independent 4-wheel suspension, and in built-to-last features like the two-position metal



Corvan's rear-mounted "pancake" 6 measures only 17" high, top to bottom; it allows maximum load space in truck interior and lower loading height; and it packs plenty of power to boot!

door checks and sturdy double-walled doors.

For eye-opening evidence of Corvan's unmatched utility, take a tape with you when you visit your Chevrolet dealer's and measure these advantages for yourself:

SPACIOUS DRIVER COMPARTMENT. Wide, unobstructed floor, plenty of leg room and head room. Full-width seat, 59 1/4" wide, is optional at extra cost.

BIG SIDE DOUBLE DOORS. They open so wide that you can load a 4' x 4' crate with ease! (Right-side doors standard; left-side doors optional at extra cost.)

EASY-LOADING REAR DOORS. These double doors are big enough (and open wide enough!) to make rear-end loading a breeze!

LOW LOADING HEIGHT. Only 16 1/4" at the side, only 29" at the rear (unloaded). Saves you work!

HIGH INTERIOR. Interior height is a full 4 1/2 feet; that means more convenient cargo handling.

Your Chevrolet dealer can brief you fully on this new answer to more profitable deliveries, so see him soon. . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

1961 CHEVROLET STURDI-BILT TRUCKS

CHEVROLET

NEW PRODUCTS *and literature*



Larger Water Heaters

Two larger sizes in the Columbia line of Tankless Indirect Water Heaters have been announced. The new units are available for firing by oil or gas and produce 740 and 1,350 gallons per hour at 100°F rise. Advantages claimed include smaller size, quiet operation and reduced operating and maintenance costs.

For additional information: Columbia Boiler Company of Pottstown, Box 230, Pottstown, Pa.



New Model Topper-Matic

The Economist, a fully automatic steam-air topper with a claimed production potential of 400 trousers per day, is designed to be mounted on the wall, suspended from the ceiling, clamped to the floor or used on its standard metal base. The

YOUR REQUEST

for further information will get quickest and most complete attention as a worthwhile inquiry when it's written on your letterhead. Be sure to mention THE NATIONAL CLEANER.

Topper-Matic Econo-Matic model features an automatic steam selector switch which pre-selects steam for 4-, 8- or 12-second cycles. New electrically heated grid plates in this model shorten drying time and a new remote control unit is said to make topping flow more smoothly and efficiently.

For more information: P & H Industries, Inc., 2746 Seeleco St., Dallas, Tex.



Spray-On Glaze

Formula H Polar Glaze adds highlights to fur and furlike fabrics while, it is claimed, separating and softening matted hair or fiber. Polar Glaze comes in a 16-ounce aerosol can.

For more information: Walter Haertel Company, 2840 Fourth Ave. S., Minneapolis 8, Minn.



Crown Royal Paint Remover

Crown Royal #2 is a colorless, low-odor liquid for removing paint, oil and grease from wet or dry surfaces. It is also said to remove lipstick, grass stains, glue, tar, dye, plastic and water-soluble soils containing grease or oil, and to be safe for most colors.

For more information: Anscott Dry Cleaning Products, Inc., P. O. Box 566 Industrial West, Clifton, N. J.



New Press Pad

Firma-Soft press pad is made of specially processed metal and synthetic materials said to provide a balance of softness and resilience. The pad is built, complete with skirt, to fit all press models. The manufacturer says that the cover can be cleaned and vacuumed dry without removal from the press.

For additional information: Resillo Press Pad Company, 6950 N. Central Park Ave., Chicago 45, Ill.

drip, spray or bath method. Siz-A-Tize comes in 1-gallon cans, 6-gallon cases and 15-, 30- and 55-gallon drums.

For more information: The Dixco Co., Inc., 158 Central Ave., Rochelle Park, N. J.



Economy Cleaner

The D-125 Multi-Clean vacuum cleaner, powered by a ½ hp. motor, holds 11 gallons of liquid or 1½ bushels of dry material. The cleaner comes with an automatic float shut-off to prevent the motor from flooding, heavy-duty cotton filter, welded steel tube handle assembly and 8 feet of plastic hose.

For more information: Multi-Clean Products, Inc., St. Paul 16, Minn.

Drape-Pricing Computer

Designed for counter use and for pricing drapes over the phone, the Price-A-Drape automatically figures drapery prices, eliminates interrupting phone conversations and figuring.

For more information: Vanbar, 519 N. Monroe St., Decatur, Ill.



New Delivery Van

The Chevrolet Step-Van 7 forward-control delivery van features short 102-inch wheelbase and short length—167 inches. Engine is 135 hp. six. The Step-Van 7 has a payload of 1,350 pounds. The walk-in body is on a ½-ton chassis which is also available separately. The truck rides on independent front suspension and coil rear springs.

For additional information: Chevrolet Motor Division, General Motors Building, Detroit 2, Mich.

House of Kleen

The House of Kleen, a completely integrated self-service coin-op drycleaning and laundry plant, is being built by The Prosperity Company.

The package includes GE coin-operated laundry equipment, coin-operated drycleaning equipment with all needed accessories. Pieces included in the plant are 12- and 25-pound washers, 30-pound tumblers, 40-pound cleaning units and 30-pound reclaimers.

For additional information: The Prosperity Company, Division of Ward Industries, 701 Nichols Ave., Syracuse 1, N. Y.

New Cleaning Aids

A new All-in-One gun for use with air and steam and a hingeless coat sleeve are two new items from Newhouse Specialty Co.

The gun is designed for pre-spotting and spray-spotting. It

Continued on page 186

WE COULD BUILD A CHEAPER DRYER... BUT YOU WOULDN'T WANT US TO. THERE ARE MANY WAYS WE COULD CUT CORNERS IN BUILDING THE CISSELL "FULL CAPACITY" 100-POUND DRYER . . . AND STILL GIVE YOU A WORKABLE DRYER. WE COULD USE INFERIOR MATERIALS. WE COULD ELIMINATE THE DOUBLE WALLS, THE HEAT-RESISTANT GLASS IN THE DOOR. WE COULD DESIGN A DIFFERENT BASKET WITHOUT THE EXTRUDED NO-SNAG PERFORATIONS. WE COULD FORGET ABOUT THE SPIDER SPINDLE WHICH PREVENTS BASKET SAGGING. **THEN** THERE'S THE TWO-WAY FIRE EXTINGUISHER. IN RARE CASES WHERE EMERGENCIES OCCUR, THIS SAFETY FEATURE TAKES OVER—PROTECTING YOU, YOUR EQUIPMENT AND YOUR CUSTOMER. **AND** HERE'S ANOTHER THING: THE CISSELL DRYER DISPLACES 3,200 CUBIC FEET OF AIR PER MINUTE. THIS COULD BE REDUCED BUT DRYING EFFICIENCY WOULD SUFFER. YES, WE COULD BUILD A CHEAPER DRYER . . . BUT WE KNOW YOU WOULDN'T WANT US TO. FOR MORE INFORMATION ON THE CISSELL 100-POUND DRYER, **CONSULT YOUR JOBBER.**

W. M. CISSELL MFG. CO., INC., LOUISVILLE,
KENTUCKY. PACIFIC COAST OFFICE, 4823
W. JEFFERSON BOULEVARD, LOS ANGELES.

CISSELL



From **National** ...

conveyors that mean business!

New BIXLER Conveyor - with special moving dacron rope construction increases profits, decreases costs

Install National's efficient new Bixler Conveyor in your plant—and watch your profits grow!

Thanks to its special dacron rope assembly, the Bixler Conveyor keeps articles moving freely and continuously—with no "traffic jam-ups." This means increased production—and increased profits. Your workers are never idle, because costly waiting time is eliminated.

The Bixler Conveyor is completely quiet in operation. The dacron rope rides on nylon rollers—in straight lines—around turns—even up and down inclines. Discharge points automatically take garments away from the main conveyor for temporary storage or inspection, with no disruption to normal operation.

National's Bixler Conveyor is available with fittings for ceiling suspension or floor mounting. Sturdily constructed, it's designed for easy installation in practically any set-up.

Now is the time to replace those cumbersome "push and shove" hand truck and slick rail methods in your plant. Write National for full details on the new Bixler Conveyor.

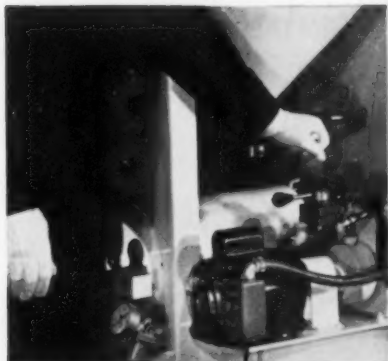


National Marking Machines
and Conveyors are preferred by better plants
the world over.

THE **National** MARKING MACHINE CO.
4023 CHERRY ST. • CINCINNATI 23, OHIO

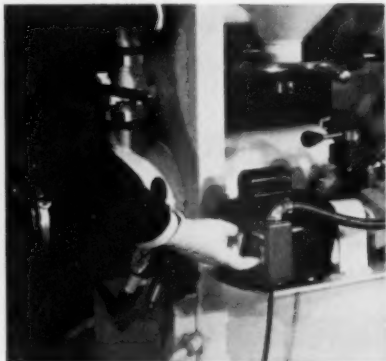
A Clean Filter Every Morning!

and You Reclaim 35% More Solvent and Soap Without Cooking
with the **ARVAN STROF-O-MATIC**



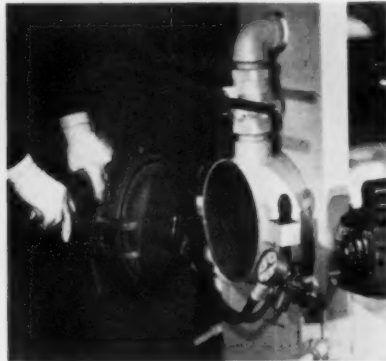
TURN A WHEEL

Turbulence strips filter tubes.
Muck settles into solvent reclaim
cylinder.



FLICK A SWITCH

Hydraulic pressure compresses
muck, squeezes out solvent and
detergent.



OPEN A DOOR

Dried muck is ejected from cyl-
inder for disposal.



U. S. PAT. PENDING

This Revolutionary New ARVAN STROF-O-MATIC Filter and Reclaimer Will Pay For Itself . . .

You save on . . . time, labor, solvent, detergent, operat-
ing costs, installation costs, maintenance.

This is a super efficient non-bridging filter requiring no
back-washing. Exclusive jet-solvent spray plus strofing
action keeps filter tubes clean.

Now you can rid yourself of messy old-fashioned muck
cooking. You don't need steam. The great new Arvan
STROF-O-MATIC makes all other filters out-of-date.

FOR COMPLETE DETAILS: MAIL THIS COUPON TODAY.

Trade Inquiries Invited

ARVAN PRODUCTS, Inc.

P. O. Box 1086
WARREN, OHIO

Gentlemen: Please send me full information on your new
Arvan filter . . . No charge.

Name.....

Address.....

City.....State.....

I am a plant operator ☐ I am an equipment distributor ☐

ARVAN[®]

Filtration Specialists

PRODUCTS, INC.

Box 1086
WARREN, OHIO

NEW 

Whirlpool

IS IN PRODUCTION,



Use of trademarks RCA and RCA authorized by trademark owner Radio Corporation of America

COIN-OPERATED DRYCLEANER READY FOR DELIVERY NOW

Plant owners who act fast will have the first opportunity to cash in on this new volume builder

Here's the key to a big drycleaning market . . . and it's available to you right now! Housed in a compact cabinet, the RCA WHIRLPOOL coin-operated drycleaner is completely self-contained and so easy for customers to operate. They simply load it, put in a few coins and 50 minutes later clothes come out clean and bright.

It's easy to install and maintain. No water lines, drains or other plumbing required. Electricity alone operates both drycleaning and drying action. The entire unit has been proved mechanically, and customer acceptance proved, by tests in

drycleaners' coin-op stores throughout the country.

Initial investment can be surprisingly small. You can start with one or a dozen . . . *there are no minimum or package requirements.* They may be added to your existing store or a new building. So, be ahead of competition. Act now and be first in your community with new RCA WHIRLPOOL coin-operated drycleaners!

If you did not visit our display at the NID Convention . . . send for this 34-page book and get the complete story.



**RCA WHIRLPOOL
COIN-OPERATED DRYCLEANERS**

Products of



**Whirlpool
CORPORATION**

Commercial Laundry & Drycleaning Equipment Div
Benton Harbor, Michigan

**Whirlpool Corporation,
Commercial Laundry & Drycleaning
Equipment Div., Department 155
Benton Harbor, Michigan**

NC-1-3

Please send me complete information on the new RCA WHIRLPOOL coin-operated drycleaner.

Name

Firm Name

Address

City Zone

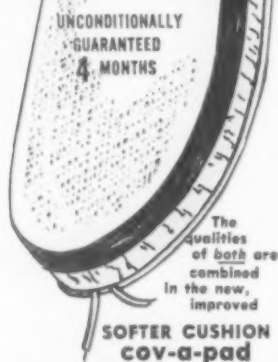
County State

New!

THE ONE AND ONLY ONE
IMPROVED

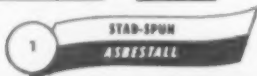
**STAD-SPUN
ASBESTALL**
cov-a-pad

**COMBINATION COVER
& FOAM RUBBER PAD
FOR ALL DRY CLEANING PRESSES**



1. The finer quality work of STAD-SPUN
2. The long-lasting wearing quality of ASBESTALL

cov-a-pad, a combination of foam rubber pad covered with an exclusive, specially treated, washable, Asbestall cover . . . for still longer-life and even greater wear . . . helps produce superior pressing at lower cost.



PRESS COVERS

Available separately to fit over any type padding. This high porosity, non-slip, non-stick, scorch-resistant, "long-wear" treated cover is made for all dry cleaning presses where a quality finish is desired.



ORDER A TRIAL SUPPLY—

Sold through all
leading distributors

STADHAM

COMPANY INC. • HEXAGON DIVISION

1825-31 North 20th St. • Phila. 21, Pa.

manufacturers of—pads, covers, bags
aprons, nylon tape, textile specialties

LETTER from the editor



Bill Palmer (left) with executive manager Ned Wintersteen

Bill Palmer returns

WE ARE HAPPY and proud to announce that William R. Palmer has been appointed editor of THE NATIONAL CLEANER. He succeeds Arthur F. Schuelke who met his death in the tragic collision of two airliners over New York in December.

Seven and a half years ago Bill Palmer, at the crest of his career as editor of THE NATIONAL CLEANER, retired to establish a new business as a professional writer serving business and trade publications in some 15 different industries.

Today Bill is back at his editor's desk, assuming again the responsibility of determining, and directing the fulfillment of, the editorial policies and programs designed to provide to our readers the information, news and leadership essential to the progress of their business and of the drycleaning industry as a whole.

To thousands upon thousands of leading drycleaners and other key figures in the industry, Bill Palmer is a known quantity—one of the great editors of NATIONAL CLEANER.

They know him as a thoroughly equipped drycleaning technician—a graduate of the National Institute of Drycleaning and of the Institute's Management Course—and always a close observer and keen student of improvements and developments in the industry's technology.

They know him as a sage and analytical interpreter of industry-wide trends, and of the business and management needs of the industry.

They know him as an editor of the highest professional integrity, dedicated to his readers and to the greatest good and welfare of the drycleaning field.

They know him as a clear, incisive and interesting writer, who knows how to meet the readers' needs for fast and easy reading.

To this background has been added a breadth of knowledge of the problems and developments within many other industries, gained through his experience with them during the past half dozen years.

All our readers in the months ahead will come to know these things about Bill Palmer.

Ned Wintersteen

REPRINT SERVICE FOR OUR READERS—Please write promptly if you want reprints of any article appearing in this issue. Cost is \$16 per 100, one side of a single sheet; \$25 per 100, two sides of a single sheet (8½ x 11). Additional 100's at \$1.50, one side; \$1.80, two sides. Minimum order is 100 reprints. For reprints in color or reprinted spreads or folders, please write for prices and additional information. All prices F.O.B. Lancaster, Pa.

Address the Editor: THE NATIONAL CLEANER, 466 Lexington Ave., New York 17, N. Y.



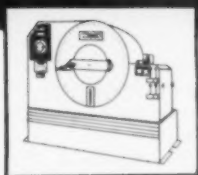
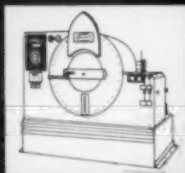
Creative Engineering

Never content, constantly seeking improvements, WASHEX engineers are engaged in the kind of creative engineering that has made WASHEX equipment the leader in the dry cleaning industry.

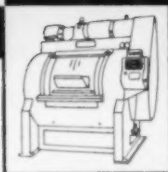
That's why experienced operators everywhere value WASHEX equipment as the finest.

Why not investigate WASHEX for your plant?

Synthetic Units 35-110 lbs.



Petroleum Machines 45-450 lbs.



Laundry Washer-Extractors 250-600 lbs.

WASHEX MACHINERY CORPORATION

● 192 BANKER STREET, BROOKLYN 22, N. Y. ●

GADGETS and gimmicks

Solves Plastic Cement Problem

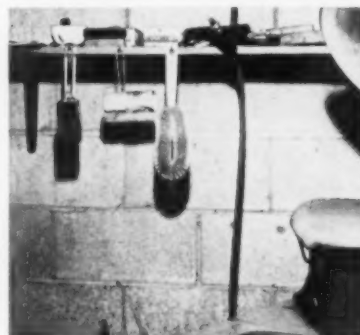
Ernest Zetzman, Sr., chief spotter at American Dry Cleaners, Lansing, Michigan, ran into quite a problem when a tube of polystyrene plastic cement found its way into the cleaning unit.

The plastic cement got all over one customer's clothes and some other customers' garments which were in the same load. It was a mess.

Mr. Zetzman tried just about everything he could think of, including amyl acetate, thinners and even acetone but made very little headway. Then he remembered that there was a softener on the market designed to soften plastic-type garments which had been hardened by drycleaning. If it worked on these garments, why not on plastic cement?

He tried it and it worked. After

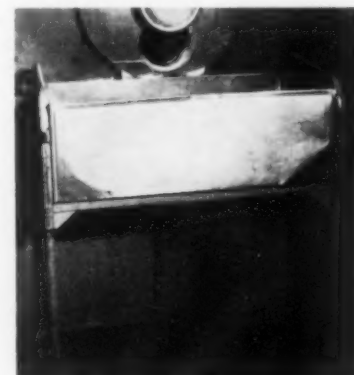
recleaning there wasn't a speck of plastic cement to be found.



Shelf Clears the Decks

So simple a thing as a shelf has aided production in the coat finishing unit at Rucker Cleaners, Paducah, Kentucky. The numerous brushes, carders, lint rollers, pads, etc., were creating a clutter. Something was always being knocked off the shelf of the press, or the operator had to fumble along the back of it for the right tool.

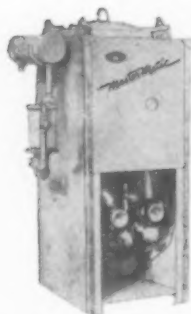
The shelf is set on the wall just far enough back to clear the press head in up position. It can be reached with a single step from either the press or the coat form.



Convertible Rolling Rack

A specially designed tray converts a mobile garment storage rack to a transfer vehicle between the washer-extractor and the tumbler. This is at Rucker Cleaners, Paducah, Kentucky.

The tray or box is of lightweight stainless sheet metal. The top edges are smoothly crimped. To fit under the washer-extractor door, the inner side of the tray is 7 inches high, while the outside is 9 inches. Width and length are the same as the mobile rack. The tray can easily be slipped off the rack when it is needed for loading with an extra stack of trousers.



MASTER-MATIC

ELIMINATES MUCK HANDLING, BACK-BREAKING LABOR, ALL OFFENSIVE ODOR, COSTLY "DOWN" TIME!

The all new MASTER-MATIC is designed to give you peak performance in your entire "perc" reclaiming and filter cleaning operation. The complete job is finished in a matter of minutes, without fuss, without muss! Improved SCREEN DESIGN gives increased ... longer life ... better filter cleaning and reclaiming than ever before.

**IMPROVE YOUR
ENTIRE CLEANING
OPERATION!**

**"PERC" OR
PETROLEUM**

**MASTER
CLEANS THEM
ALL!**

**CLEANS MOST
ALL FILTERS
IN MINUTES**

**THOROUGHLY
CLEANS ALL
TUBES, BAGS
AND SCREENS
AUTOMATICALLY**



PETRO-MATIC

PROVEN THROUGH 1½ YEARS OF FIELD TESTING

MASTER engineering and research has produced the first proven AUTOMATIC FILTER CLEANING equipment for modern petroleum plants. Now you can clean your filters every day, if necessary, automatically in minutes! MASTER PETRO-MATIC, attached easily to your present standard cleaning system, will pay for itself.

SEE YOUR LOCAL
DISTRIBUTOR, OR
MAIL COUPON FOR
MORE INFORMATION

MASTER MANUFACTURING CO.
131 MAIN STREET, SIOUX CITY 2, IOWA

☐ Please send additional information on MASTER-MATIC

☐ Please send additional information on PETRO-MATIC

NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____

Master
MANUFACTURING CO.

131 MAIN STREET
SIOUX CITY 2,
IOWA



Prevents Damaged Buttons

Aluminum foil is used to protect fancy buttons on women's suits and coats during the cleaning cycle at Gallagher Cleaners, Toledo, Ohio.

Large sheets of foil are cut into small squares. Counter girls cover each button with a piece of foil.

The alteration department is relieved of much detail work involved in removing buttons and sewing them on garments after cleaning.

PADUCAH Laundry & Cleaners PHONE 5-5471	
Name <u>R. L. Jones</u>	
Address <u>4800 Napuli</u> Route <u>3</u>	
DATE <u>10/20/60</u>	REPAIR <input checked="" type="checkbox"/> STORAGE <u>1078</u>
NAME	DESCRIPTION
<input checked="" type="checkbox"/> Blue serge	
<input checked="" type="checkbox"/> grey gab	
<input checked="" type="checkbox"/> grey mixed	
LADIES	DESCRIPTION
<input checked="" type="checkbox"/> yellowed	
<input checked="" type="checkbox"/> then serge	
REMARKS	

Compact Invoice

By using vertical columns for checking types of garments, the Paducah Laundry & Cleaners, Paducah, Kentucky, has achieved a compact invoice that gives a complete description with a minimum of writing. Color and fabric are described in spaces to the right of the columns. The firm's owner, R. E. Fairhurst, did not feel more columns for description were advisable because of the greater number of combinations possible.

This arrangement permits grouping of men's, ladies' and miscellaneous for quicker identification at the assembly section.

Modest Goldfish Bowl

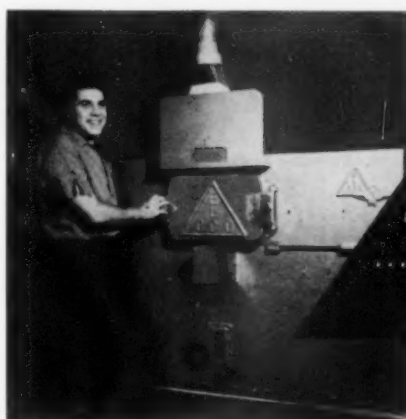
A private office that can be open to the public or screened was devised

at Rucker Cleaners in Paducah, Kentucky. It is set across an end of the call office, so incoming customers face the office wall. The big window surface is broken up with finished 2-by-4-inch mullions to eliminate the blank effect of a single pane of glass. The upper squares are left open for ventilation.

Mr. Rucker can thus observe what takes place in the office, while remaining withdrawn from it. He can be seen, yet the partition discourages idle conversation. For more privacy a bamboo screen unrolls on the private-office side of the shadow wall.



Paneling above and below the shadow wall is striated plywood to match the call-office counter.



"ELCCO
means business
...better business"



Write today for full particulars
on the remarkable Elcco cleaning unit
and other fine Elcco equipment.

Fine cleaning in big volume on an "In by 9 — Out by 5" basis is the successful policy of PRINCELY CLEANERS in Downey, California. According to Princely's owner, young and ambitious Barry Alper, this fast-growing community appreciates quality work at reasonable prices — made possible by the fast, worry-free operation of the big Elcco cold perchlor cleaning unit.

Elcco users enjoy the advantages of efficient, fully-automatic performance, a minimum of required floorspace, a dependable 180 lbs. per hour capacity, and the famous Elcco money-back guarantee.



ELCCO PRODUCTS Division of Weber Aircraft Corporation
8255 Compton Avenue, Los Angeles 1, California

NAME _____
COMPANY _____
ADDRESS _____
CITY _____ ZONE _____ STATE _____

Mail today for more facts about ELCCO!

NC 3

"The Sniffer"*



**WILL TRACK
DOWN
YOUR
SOLVENT
LOSSES!**

Products, like people, which receive popular acclaim, are often nicknamed.

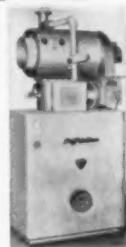
Calling the Hoyt Sniff-O-Miser the "Sniffer" is a tribute to the tremendous savings in Perc recovery accomplished by this machine. Just as important is the elimination of troublesome Perc odors which lower morale and reduce output.

Here are typical quotes which we are receiving from Sniff-O-Miser owners all over the country.

- "Since installing the Sniff-O-Miser, I have been using a little over six gallons of Perc a week instead of twenty-nine gallons". *Chase Cleaning and Dyeing, Freeport, N.Y.*
- "Recently we hit 20,170 pounds of cleaning per drum with your 'Sniffer.' And, we have not encountered any maintenance after two years operation." *Maxwell Cleaners, Chatham, Ontario, Canada.*
- "With your Sniff-O-Miser, we have more than doubled our poundage per drum of solvent. Absence of Perc fumes has increased our work production and cut down absenteeism". *Sarni Cleaners, Boston, Massachusetts*

Ask your distributor about the "Sniffer". Three models to fit your needs.

*
The Sniff-O-Miser recovers solvent from the air, also from reclaimers and cleaning machines.



Write for Bulletin SN-1

HOYT

WESTPORT, MASSACHUSETTS • IN CANADA: HOYT MANUFACTURING, LIMITED, TORONTO

AUTOMATIC DRYERS

RECLAIMERS

SNIFF-O-MISERS

•

DISTRIBUTORS IN PRINCIPAL CITIES

NEW SUPER-KARB



New Super-Karb®—Pennsalt's super-adsorptive activated carbon—gives you a new high in solvent purity control. Super-Karb's removal of soluble dyes and fatty acids is far better than any standard grade activated carbon . . . better even than premium carbons. Here are the reasons:

Super-Karb's superiority in action stems from the material it's made of—*nut shells*. Why nut shells? They are *harder than any other material* used for activated carbon. This makes possible more accurately controlled "activation". Activation is the creation within the tiny carbon particles of measured "pores" or "channels" which trap molecules of soluble impurities. This gives Super-Karb:

- increased porosity—greater internal surface area for trapping dye and fatty acid molecules
- controlled pore sizes—trapped dye and fatty acid molecules can't escape

- uniform particle size—even distribution on the filter
- up to 50% greater hardness—assures more effective adsorption (trapping of impurities) . . . no crumbling or powdering

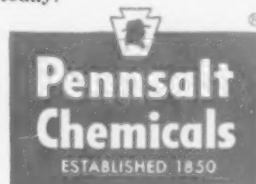
That's why Super-Karb gives you:

- Unmatched dye removal—fast removal of built-up color from dyes . . . and continuing control that prevents further build-up. Laboratory tests and field tests under actual operating conditions have proved this unqualified superiority of Super-Karb.
- Outstanding free fatty acid removal

For better cleaning that keeps customers happy, keep your solvent clean with new Super-Karb. A thorough test in *your* plant will prove its worth to you. Call your Pennsalt distributor today.

Laundry and Dry Cleaning Dept.
PENNSALT CHEMICALS CORPORATION
 East: Three Penn Center, Philadelphia 2, Pa.
 West: 2700 S. Eastern Ave., Los Angeles 22, Calif.

*Super-Karb is a trade-mark of Pennsalt Chemicals Corp.



TAFFETA • POLISHED COTTONS SYNTHETICS • ANY MAN-MADE FIBER...

Present NO blind stitching problems

on ALTERATIONS
with the NEW

U. S. Model 718-2

Blind Stitch Machine

The **ONLY** machine built
ESPECIALLY for DRY CLEANERS

NO cheap substitute will take its place!

Produces more profits on Alterations, because it reduces costs
—time and labor.

Eliminates peak-season backlog.

Works perfectly on *all* materials, regardless of weight or
weave; sturdy, economical, simplified in construction,
requires no experienced operator to get the
finest results.

HEMS:

Dresses

Skirts

Coat Bottoms

Coat Linings

Cuffs and Cuff Bottoms

Draperies — Curtains

Etc., etc., etc.



Why take a chance—BUY THE BEST
In the long run, it is the cheapest.



U. S. BLIND STITCH MACHINE CORP.

231 West 29th Street, New York 1, N. Y.

LAck.4-9144-5-6



Can you afford to let a substantial source of customer volume just float away?

You are doing exactly that if you neglect water-repellent sales!

WALLERSTEIN NOW ANNOUNCES A PLAN TO INCREASE TOTAL VOLUME BY BUILDING YOUR WATER-REPELLENT SALES

Enthusiasm can boost water-repellent sales

Is there any better way to stir the enthusiasm of both your own sales people and your customers than by offering them a genuine incentive? Here is a promotional plan to do it:

The Wallerstein Double-Barreled Water-Repellent Plan

Here is a promotional program based on two prize contests that you can run right on a local scale. One is for your counter girls and route men—it can spur them to unheard of efforts in bringing in water-repellent business. The other is for your customers—it offers them an *emotional* as well as a practical incentive for having their garments made water repellent.

A Complete and Flexible Program

The man who controls this program is you. You can run one contest or the other or both—at the same or different times. *Only your own customers and sales people can win the wonderfully appealing prize that comes right with your order of soft-finish SOFT-COTE water repellent.* (You hold your own drawing right in your plant.) And step-by-step instructions for customer and employee contests—including a sales primer for your people—accompany every multi-unit order* of SOFT-COTE.

Everything Comes With Your Order—At No Extra Cost

Soft-finish 100-100 spray rating SOFT-COTE, the prize, a brilliant poster that advertises *only* your cleaning and water-repellent treatments, other sales aids, complete instructions—everything comes at once. There is nothing to send for—nothing to write or send in. Ask your jobber or fieldman about this latest step in Wallerstein's Sales-Savvy Program. *It will help you increase your dry cleaning volume.*

SOFT-COTE™
is a quality-test product of



WALLERSTEIN COMPANY
Division of Baxter Laboratories, Inc.
Staten Island 3, N.Y.

*Minimum order for prize: Case or 5-gallon pail of SOFT-COTE. Contests legal only where local law permits.

Stamford Chemical's New Revolutionary Water Repellent . . .

VIVITEX 100PLUS

The 10 to 1 DIP and TUMBLE method

10 to 1 DILUTION . . . economical

NO EXTRACTION required . . . simple

NON-CONTAMINATING . . . foolproof

* PASSES HOSE TEST . . . not trickle test

RAPID . . . perfect for quick service

FAR AHEAD OF 100-100-100 SPRAY RATING

GUARANTEED REPELLENCY—consistent to the last ounce

CANADIAN DISTRIBUTOR:

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Montreal — Ottawa — Toronto

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STAMFORD, CONNECTICUT

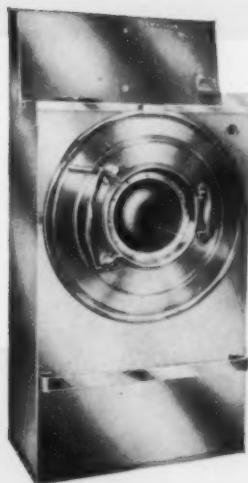
* 40 lbs. water pressure



THE Washette® LINE

CERTIFIED BY CSA
TESTING LABORATORY

**WILL INCREASE YOUR PROFITS
— ASSURE CUSTOMER SATISFACTION**



COIN OPERATED *Washette* 25-lb. OPEN END WASHER

Featuring short commercial 18-minute wash-rinse cycle (21-minutes including filling time), water temperature control for both regular and delicate fabric washing. Drop-coin meter with slug-rejector, accepts only bonified coins. Finished in gleaming stainless steel.

COIN OPERATED *Tumblette* 37 x 30 DRYER

Positive two-temperature control for both delicate and regular fabrics; no variable temperature to do half-way job; safe, fast drying for all fabrics. Drop-coin, slug-rejector meter accepts only bonified coins, no losses from slugs. Available with stainless steel sides and/or fronts, or in baked-on enamel in your choice of colors.



THE JUNIOR LAUNDET

Popular size open-end washer in 25-lb. dry weight capacity. Illustrated with Automatic Supply Injector, special equipment on all pedestal models.

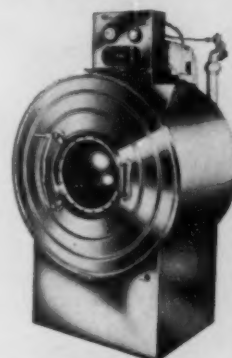
P.E.P. PLUMBING ELECTRICAL PACKAGE



THE FINEST COMMERCIAL UTILITY SERVICE CENTER

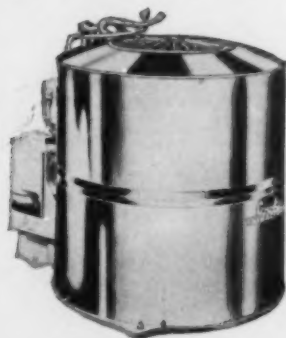
Manufactured under strict National Electrical and Plumbing Code regulations.

Another fine product in the Cook tradition —
THE WORLD'S FINEST



THE CENTURY

Heavy-duty 100-lb. dry weight capacity washer. Finished in gleaming stainless steel. Also available: The Senior, with 75-lb. capacity.



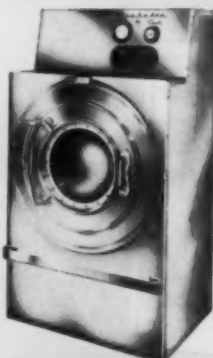
EXTRACTORS

Available in 20" and 26" models, made from gleaming stainless steel. Cook extractors are the perfect link between washer and dryer.

Built Up to a Standard—Not Down to a Price

DELUXE MASTER

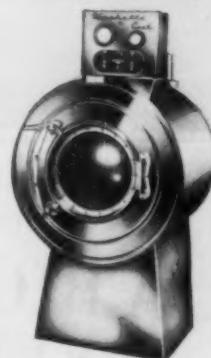
Handsome stainless steel cabinet makes beautiful in-line installation, has 50-lb. dry weight capacity. Intermixes with 25-lb. deluxe Laundet or deluxe Twin.



DELUXE TWIN

Two famous Cook 25-lb. open end washers housed in one gleaming stainless steel cabinet. Available with automatic controls or with coin-meter. Ends "split" runs, increases production.

(not illustrated)



THE MASTER

Provides volume production, easy maintenance; 50-lb. dry weight capacity, in gleaming stainless steel.

6023

FOR ILLUSTRATED BROCHURE
AND NAME OF NEAREST
DISTRIBUTOR, WRITE:



COOK MACHINERY CO., INC.

Manufacturers of the Only Complete Line of Open-End Washers

4301 S. Fitzhugh Ave.

HAmlington 1-2135

Dallas 10, Texas, U.S.A.

PRESENTING...
THE FULLY AUTOMATIC
REVERSING—
OPEN POCKET

Strato-Per

MODEL 170



the largest 70 pounder on
the market today!

WITH **A BIG 18.84** CUBIC FOOT
CYLINDER!

TAKE ADVANTAGE OF THIS SENSATIONAL UNIT!
WRITE DEPT. NM-213 FOR MORE INFORMATION
AND SPECIFICATIONS.



If you care—you'll compare and buy

MANUFACTURING COMPANY
1313 Hawthorne Ave. • Minneapolis 3, Minn.

HERE ARE A FEW IMPORTANT FEATURES ABOUT THE...

VIC Strato-Per



AVAILABLE IN SINGLE AND TWO BATH—With a cylinder of 18.84 cubic feet, this machine has the largest "cube to clothes weight" ratio of any 70 lb. machine on the market. The huge cylinder, 42 inches in diameter, has large, efficient lifting ribs which assure superior mechanical washing action.



ADJUSTABLE SOLVENT LEVEL CONTROL

—An adjustable solvent level control permits any desired level to be maintained in the washer during the recirculation cycle. An additional safety level control operates automatically in case of anything going wrong, such as a clogged strainer screen. This safety level control shuts off the inlet valve, sounds an alarm and turns on a warning light.

All valves are also equipped with a fail-safe feature, which closes them automatically in case the air pressure should drop for any reason.



BUILT LIKE A BATTLESHIP—Here is a machine made for enduring service—the washer shell with heavily-ribbed $\frac{3}{8}$ inch thick steel back plate, and $\frac{1}{2}$ inch thick front plate, with $3\frac{1}{2}$ inch diameter high tensile steel shaft and heavy duty Timken roller bearings—all this combined with skilled Vic engineering assures years and years of service.



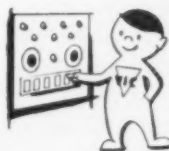
OTHER IMPORTANT FEATURES—The large size loading door, 19½ inches in diameter, has clear glass window and simple mechanical lock, assuring positive gasket contact at all times. The fan goes on automatically, and the damper opens automatically whenever the door is opened. All operating controls are located in the front of machine for quick access. Large 4 inch air-operated drain lines. Reversing drive. Positive action air-brake can bring extractor to complete stop in 10 seconds.



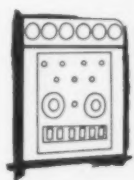
BUILT FOR MAXIMUM EFFICIENCY

—During extraction, the cylinder develops a peripheral speed of 5060 feet per minute, a truly terrific speed which forces fast, safe, efficient extraction. A low center of gravity combined with high structural rigidity eliminates any problem of vibration during extraction.

Minimum clearance between cylinder and washer wall **FORCES** the clean solvent through the clothes instead of around the outside of the cylinder. Clean solvent comes in at the top of the washer and is diffused through the entire depth of the cylinder, going **THROUGH** the cylinder, **THROUGH** the clothes, and coming out at the very bottom of the washer, assuring a complete change of the solvent within the washer. There are 60 such **COMPLETE CHANGES** every hour.



NEW ELECTRICAL FEATURES—All electrical circuits protected by circuit breakers instead of fuses. This means that in case of a circuit failure the individual circuit breaker shuts off automatically, and shows the operator which circuit is out. As soon as the trouble is located and corrected, the switch may be turned back on. No need to check fuses, replace fuses, waste time. Circuit breakers are all on the front of the machine for easy access.



DELUXE CONTROL PANEL—This panel, available at additional cost, is mounted directly above the standard control panel and consists of:

Solvent temperature gauge (2 furnished on 2-bath model)

Solvent storage tank level gauge (2 furnished on 2-bath model)

Filter pressure gauge.

Air pressure gauge.

4 pilot lights (5 on 2-bath model)

One light shows when pump is on (two if 2-bath model)

One light shows when unit is washing

One light shows when unit is extracting

One light goes on and buzzer sounds if air pressure is below operating level.

GET THE STRATO PER STORY NOW!

WRITE DEPT. NM-213 FOR FREE LITERATURE AND SPECIFICATIONS



If you care — you'll compare and buy

MANUFACTURING COMPANY
1313 Hawthorne Ave. • Minneapolis 3, Minn.

Save on multi-stop routes with 1961 FORD ECONOLINE VAN

**SAVE AS MUCH AS \$433 ON PRICE*...
AND GET UP TO 39% MORE LOADSPACE**

You wouldn't know it from the way it looks, loads or hauls, but this revolutionary van is America's lowest-priced* van. It's actually priced \$308 below the other American cab-forward economy van and as much as \$433 below conventional ½-ton panels. But that's just the beginning! You get lively performance and proven gas economy with the popular Falcon Six. This modern engine goes 4,000 miles between oil changes; has an aluminized muffler which lasts up to three times longer than ordinary mufflers.

And you can save more because there's up to 39% more loadspace than in ½-ton panel models—a huge 204.4 cubic feet! The cargo floor is flat with no rear engine hump or steps. And advanced, functional design cuts dead weight . . . makes possible the tremendous

cargo area in a short 168.4-inch over-all length. The 90-inch wheelbase provides outstanding maneuverability for easy handling in congested traffic and quick parking. Large double doors, both rear and curbside, provide a loading width of 49.4 inches (47.8 inches in height) for excellent rear and curbside load accessibility.

And you can save on maintenance expense, too. The engine cover can be lifted quickly, exposing the entire engine for rapid service. Spark plugs, distributor, etc., are conveniently located to speed engine tune-ups. And many major repairs can be made without ever removing the engine. Single-unit van design gives a tight, sound, all-steel body that protects your loads in fine style. In addition all main underbody structural members are heavily zinc-coated to resist rust and corrosion.

*Based on a comparison of latest available manufacturers' suggested retail delivered prices





I-Beam front axle and long leaf springs provide a comfortable ride and reduce tire wear.

Direct-acting, telescopic shock absorbers are standard front and rear for a softer ride

Convenient steering column shift lever controls 3-speed Synchro-Silent transmission for easy manual operation

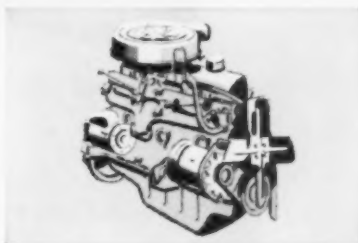
Economical 85-hp Six engine lowers operating costs on multi-stop routes. And its "up front" location means more efficient cooling for longer engine life

The smart, new **Falcon Sedan Delivery** is priced* as much as \$300 below conventional ½-ton panels. And you save with low "Falcon" operating costs in a vehicle that provides a big 76.2 cubic feet of loadspace. It's a real beauty for delivery service.



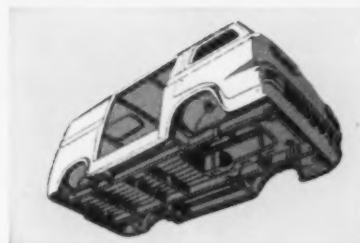
SAVE WITH LESS MAINTENANCE EXPENSE

Maximum engine accessibility cuts maintenance costs. The engine cover can be quickly lifted, exposing the engine for more rapid service. Even major repairs can be made without removing the engine.



SAVE WITH FALCON SIX ECONOMY

You get proven economy and lively performance with this famous 85-hp Economy Six. And its up-front location means better engine cooling and better vehicle performance. 4,000 miles between oil changes.



SAVE WITH GALVANIZED PROTECTION

The Econoline Van is well protected against rust and corrosion for longer body life. All main underbody structural members are heavily zinc-coated to resist rust, for greater durability and less maintenance.



◀ **UP TO 39% MORE LOADSPACE** than in conventional ½-ton panels. Your cargo rides high, wide and handsome in the Econoline Van. The load area is over 54 inches high and 65 inches wide (over 4 feet between the wheelhousings). The length is 89.3 inches from rear of engine compartment to the rear door (106 inches from rear of seat and 143 inches from firewall). Total loadspace is a big 204.4 cubic feet!

▶ **BETTER MANEUVERABILITY** with cab-forward design and short 90-inch wheelbase. The Econoline Van has the shortest turning diameter of any comparable vehicle! It's 4½ ft. shorter than other cab-forward economy vehicles and up to 6½ ft. shorter than conventional ½-ton panels!



FORD TRUCKS COST LESS

YOUR FORD DEALER'S "CERTIFIED ECONOMY BOOK" PROVES IT FOR SURE...

FORD DIVISION, Ford Motor Company.



NEW improved "KLEAN"....

*CLEANS....
won't Clog!*



New additive in Klean plus increased filtering speed means cleaning in constantly pure solvent.

Adco's Miracle Method consists of Triple X Dri-Sheen for petroleum or Perk Sheen for perchlorethylene, plus Sizing in the Wheel. New improved Klean makes Adco's Miracle Method of cleaning absolute Drycleaning perfection!

New improved Klean will help you as a drycleaner to remove 33 $\frac{1}{3}$ % more color from your solvent and at the same time give you 17% greater removal of non-volatiles and fatty acids. The 72% increase in filtering speed which the new Klean now possesses enables you to use Klean in quantity yet you do not clog your filter which results in filter pressure. Drycleaners everywhere can now control the condition of their solvent without distillation, loss of soap or Sizing and with no fear of filter pressure.

Adco ***helps you merchandise***

this quality cleaning to your customers by 4 Outstanding Merchandising Programs. Contact one of our 65 trained drycleaning technicians to first install the Miracle Method on a Guaranteed Basis with nothing invested until you are satisfied and prove through the use of swatch tests that the Miracle Method produces the absolute tops in drycleaning. Adco furnishes you with merchandising aids to help you build your business on a profitable basis.

*the Originators of
No Rinse Quality Cleaning*

Adco

MANUFACTURING CHEMISTS SINCE 1908
ADCO INC., SEDALIA, MO., U.S.A.



...Re-Emphasizes Adco Quality!



No time to chat!

Must tell
America about the
NEW
SPENCER
"MINOR"
20 lb. synthetic
dry cleaning machine



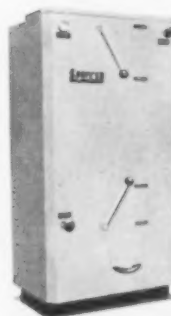
Needs just 5' w. x 2'6" d. floor space
Saves up to 40% in solvent
Provides fully automatic controls

Plus these remarkable features:

- Single charge tubular filler
- Thermostatic dry control
- Electrical or steam heating
- Efficient, thorough drying & extraction
- Much more cleaning mileage per solvent drum than any other make
- Sturdy construction
- Ideal weight distribution for rigid stability
- Simple, easy maintenance
- Custom-built, trouble-free performance!



Another
SPENCER
achievement!



"SYNCLAMER"

Solvent Recovery Economizers

Virtually doubles solvent savings for every installation. In six sizes. Registers profits right from the start!

For further details write J. P. Spencer Corp., 173 Summerfield St., Scarsdale, N. Y.

Or see your authorized dealer

Metropolitan Dry Cleaning Machinery Co.
127-19 101st Avenue, Richmond Hill, New York
(In N. Y., N. J., & Conn.)

Frank DiTucci
34 Skilton Lane
Burlington, Mass.

Sterling Machinery Co., Inc.
5699 Rising Sun Avenue, Philadelphia, Pa.
(In Pa., Southern N. J., D. C., Md., Va., Del., W. Va.)

THE CHOICE OF PROFESSIONAL CLEANERS FOR OVER 30 YEARS

HILD

ADD-A-SERVICE: Rug, Carpet and Upholstery Cleaning

START YOUR OWN ON-LOCATION DEPARTMENT

(Clean Wall-to-Wall Carpet and Upholstered Furniture in Your Customers' Homes)

FAMOUS SHOWER-FEED SCRUBBER

Easy to operate machine for cleaning rugs and carpeting. Tank on handle holds shampoo solution. Five models to choose from—every price range.



WET AND DRY PICK-UP VACUUM CLEANER

Powerful unit for vacuuming carpet and upholstery plus removing suds after shampooing. All deluxe features for years of dependable service.

UPHOLSTERY SHAMPOOING MACHINE

Electric driven shampooing machine allows you to clean upholstery and stair carpeting in an efficient professional manner.



PILE-LIFTER VACUUM CLEANER

Combination pile brush and vacuum cleaner... brushes, lifts and combs rug pile while it removes the dirt, grit and lint. Used to prepare rugs for shampooing and to "set" pile after shampooing.



SEVEN DEPENDABLE SHAMPOOS

available to handle every rug and upholstery cleaning job.

Maintain the quality and reputation of your plant with the Hild System of Carpet and Upholstery Cleaning... the choice of professional cleaners for over 30 years

CASH IN ON THE GROWING DO-IT- YOURSELF MARKET

(Earn up to \$10 a day in equipment rentals and shampoo sales)

LIGHTWEIGHT RUG SHAMPOOING MACHINE

Easy to use—low in cost—designed to take the roughest abuse that is so common in rental use. Has the same important construction and operating features as Hild Deluxe models.



ALL ALUMINUM VACUUM CLEANER

Easy to carry—weighs only 19 pounds. Picks up wet or dry material without filter change. Complete with hose and attachments.

HILD SHAMPOO

Highest quality carpet and upholstery shampoo packed in small polyethylene envelopes... each package makes two gallons of shampoo solution. Also available in pint bottles.



PLANT MAINTENANCE EQUIPMENT

Hild heavy duty vacuum cleaners for floor, wall, overhead beam, and machinery cleaning.

Twenty models to choose from. Illustrated unit designed for use on your own 55 gallon drums—ideal for boiler cleaning.



Hild offers the equipment, supplies and information you need for a successful carpet and upholstery cleaning service... all from one dependable source, at the lowest possible cost.



Get your free copy of our new 16 page Professional Carpet and Upholstery Cleaning Instruction Book!

HILD FLOOR MACHINE CO., INC.
1217 W. Washington Blvd., Chicago 7, Illinois

Gentlemen: Without cost or obligation, please send me a copy of your new instruction book plus information on:

- ☐ Starting our own professional carpet and upholstery cleaning department.
- ☐ How to start a rental program for the do-it-yourself market.
- ☐ Hild shampoos for modern carpet and upholstery fibres.
- ☐ Hild vacuum cleaners for plant maintenance.

Firm _____

Signed by _____

Address _____

City _____ Zone _____ State _____

HC-361

DETREX

Dependability
MAKES THE BIG
DIFFERENCE

Only a Record Permits Such a

DETREX CHEMICAL INDUSTRIES, INC.
DETROIT 32, MICHIGAN

P. O. BOX 501

TOWNSEND 8-8600

30-MONTH LEASE AGREEMENT

THIS LEASE is made this _____ day of _____, 19____ between
DETREX CHEMICAL INDUSTRIES, INC. of Detroit, Michigan, the LESSOR,
hereinafter called "DETREX", and _____ hereinafter
of _____
called "LESSEE".

1. Upon the terms and conditions and for the consideration herein named,
DETREX hereby leases to LESSEE the following described drycleaning equip-
ment:

Model
Number

Manufacturer's
Serial Number

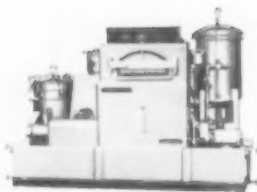
Description

HERE'S THE IDEAL WAY TO GET MUCH NEEDED NEW EQUIPMENT WITH NO CAPITAL OUTLAY

If you have obsolete, expensive-to-operate equip-
ment that should be replaced—or if you need a new
cleaning machine and solvent recovery unit to start
or expand your business—the Detrex 30-Month
Leasing Plan could be the perfect answer.

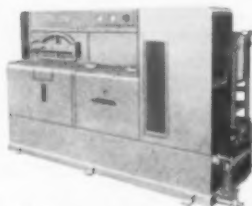
With no cash outlay required, except for shipping
and installation costs, you can have your new equip-
ment immediately. You make no lease payments
whatever for six months—and then make low monthly
lease payments for as long as 24 months if desired.

The most DEPENDABLE LINE is



CORONET

Made-to-order for
Low Volume Operators.
Single-Bath Model 422.
80 lbs. per hour.



DELUXE MONARCH

Ideal for operators in
Medium-Low range
Single-Bath Model 528
Two-Bath Model 528-B
140 lbs. per hour



DELUXE DIPLOMAT

Meets the Needs of all but
Biggest Operators. Single-
Bath Model 561
Two-Bath Model 561-B
200 lbs. per hour

IT COSTS YOU NOTHING
TO GET THE
MONEY-MAKING FACTS
ABOUT DETREX EQUIPMENT

► MAIL THIS POSTCARD TODAY ◀

BUSINESS REPLY CARD

No Postage Stamp Necessary if Mailed in The United States

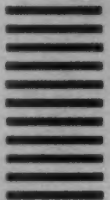
5c POSTAGE WILL BE PAID BY—

DETREX CHEMICAL INDUSTRIES, INC.

BOX 501, DEPT. B

DETROIT 32, MICH.

FIRST CLASS
PERMIT NO. 9288
Detroit, Mich.



CUT OUT AND MAIL FOR MORE INFORMATION

DETREX CHEMICAL INDUSTRIES, INC.
Box 501, Detroit 32, Michigan

Please send me the following Detrex literature:

- | | |
|---|--|
| <input type="checkbox"/> Monarch 528 and 528S literature | <input type="checkbox"/> Synth-O-Sever literature |
| <input type="checkbox"/> Diplomat 561 and 561S literature | <input type="checkbox"/> Econ-O-Park literature |
| <input type="checkbox"/> Ambassador 601 and 601S literature | <input type="checkbox"/> 30-Month Locom Plan Information |
| <input type="checkbox"/> Please factor in representative call | |

NAME _____
COMPANY _____
ADDRESS _____
CITY _____ ZONE _____ STATE _____

DETREX **DEPENDABILITY**
makes the **BIG DIFFERENCE**
.....

- ▶ In **HIGHER** Quality Work
- ▶ In **LOWER** Operating Costs
- ▶ In **BIGGER** Sales and Profits

of Reliability Like DETREX' LONG-TERM LEASE PLAN

**FIRST
6 MONTHS
LEASE FREE**

**UP TO 24 MONTHS
OF LOW LEASE
PAYMENTS**



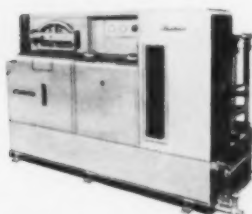
You can convert your leasing agreement to a purchase plan any time during the leasing period—with a generous allowance for leasing payments—and with as much as five years to complete payment.

Detrex could not offer such liberal, long-term lease and purchase plans unless its equipment had a proved record of trouble-free, long-life operation.

Why postpone getting the new equipment that will do a finer, faster cleaning job at less cost? Lease it from Detrex now and pay later out of increased volume and additional profits.

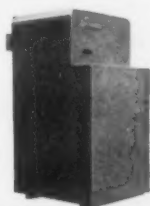
DETREX CHEMICAL INDUSTRIES, INC.
P.O. BOX 501 • DETROIT 32, MICHIGAN

.... The most PROFITABLE LINE



DELUXE AMBASSADOR

Highest Capacity in the
Synthetic Field
Single-Bath Model 601
Two Bath Model 601-B
300 lbs. per hour



ECON-O-PERK

Single Model 31
5 gal. recovery capacity
Dual Model 61
10 gal. recovery capacity



SYNTH-O-SAVER

Models 326 and 326A.
35 lb. capacity
Models 340 and 340A.
50 lb. capacity



Only TarGo[®] removes so many different stains

If you could have only one spotting chemical, your best bet would be Wilson's *TarGo*. That's because *TarGo* is effective on such a wide range of stains, both before and after cleaning. *TarGo* is the high-potency wet or dry spotter whose deep-penetrating action gets right to the heart of *dozens* of different stains . . . quickly breaks up even the toughest ones. And it's ideal for unknown stains too, because odds are that *TarGo* will remove them without time-wasting trial-and-error methods.

Order a bottle of *TarGo* from your jobber and see what a valuable spotting aid it really is.

New modern formulation. Always the best, *TarGo* is now even better. No advance in price either

TarGo-
for every
oily-type
stain in
the book

• ADHESIVE TAPE • AIRPLANE DOPE • ASPHALT • CHEWING GUM • COLLODION • CRAYON
• ENAMEL • EYE SHADOW • FURNITURE POLISH • GLUE • GRASS • GREASE—including oxidized
• HAIR DRESSING • HAND LOTION • INK—Ball pen, India, Marking, Printing, Stamp pad,
Typewriter • LACQUER • LEATHER • LEG MAKE-UP • LIPSTICK • MASCARA • MEDICINE (various)
• MIMEOGRAPH CORRECTION FLUID • NAIL POLISH • OIL—including oxidized • OINTMENTS
• PAINT—Artists', Plastic-base, Rubber-base, Oil-base, Water-base • PERSPIRATION • PITCH • ROUGE
• RUBBER CEMENT • SALAD OIL—including oxidized • SHOE POLISH • SUNTAN LOTION • TAR • WAX

FREE

"How-To Sheet No. D-3"
...shows you how to
avoid recleans.

For a copy write
A. L. Wilson Chemical
Co., Kearny, N. J.

WILSON "GO"-LINE STAIN REMOVERS — *TarGo* • *ReddyGo* • *QwikGo* • *YellowGo* • *ExGo* • *WriteGo* • *RustGo* • *InkGo* • *ColorGo* • *SpotsGo*



☒ AIR VACUUMS?

THE INDUSTRY'S
MOST EXPERIENCED
PLANTOWNERS
SPECIFY ONLY

REMA

Dri-Vac

THE STANDARD
of EXCELLENT PERFORMANCE
and RELIABILITY

HERE'S WHAT YOU MUST
HAVE IN YOUR
NEW AIR VACUUM!

1. **INTERCHANGEABLE MOTOR-TURBINE ASSEMBLY.** Rema vacuum units are interchangeable, and fit all Rema condenser tanks. No loss of time during expansion. All important for your long-term investment.
2. **ALL-ALUMINUM TURBINE ASSEMBLY.** Can't rust from moisture due to condensation. Precision cast and machined to close tolerances to insure strong vacuum.
3. **IMPROVED AIRCRAFT-TYPE TURBINE.** Can't vibrate. Powerful, accurately balanced impellers revolve at 3450 RPM. Flush welded for anti-resistance surface.
4. **TURBINE HUB DESIGN.** Can't slip on the shaft. Hub is permanently affixed to the impeller. Each impeller keyed to motor shaft insures extra locked-in safety and prevents slippage.
5. **HEAVY DUTY CONDENSER TANK.** Can't weaken structurally. Rema uses 12-gauge hot rolled steel for the condenser tank. Special interior finish to resist rust. Rema tanks have extra large condensate capacity — need draining only once daily.
6. **CUSHIONED CONSTRUCTION.** All Rema Air Vacuums "float" on rubber cushioning to eliminate noise and to insure longer-life operation.

HERE'S WHY! Rema Dri-Vac Air Vacuum Systems curb your costs while they speed finishing. With every garment you process, REMA steadily builds profits for you by reducing up to 50% of steam consumption and conserving your fuel.

REMA's high, steady vacuum at the buck draws away excessive moisture and improves your finishing as it speeds the work. REMA permits you to operate more presses with your present boiler or in a new plant reduces the size of the boiler needed.

And speaking of experience, REMA DRI-VACS have an unsurpassed record of trouble-free operation.

Models available
to serve
1 to 16 presses
in Vertical,
Dual and Overhead
design.



REMA CORPORATION
Norwalk, Conn.
Originators of Vertical Vacuums

REMA Corporation
45 Ruby Street, Norwalk, Conn.

Dept. #2

Gentlemen: Please send me literature on "Dri-Vac" at once.

Name _____

Name of plant _____

Address _____

City _____ Zone _____ State _____

Look, Dear—No Creases!



THE CLEANER USED *Contour*
U. S. PAT. 2,672,091
TIME SAVERS NEW HANGER GUARD

YOUR CUSTOMERS EXPECT IT . . . ASK FOR IT!



ORDER THRU YOUR
FAVORITE JOBBER



TIME SAVERS, INC.

83-99 WALNUT STREET
MONTCLAIR, NEW JERSEY

IT'S HERE...AND HOW!



THE MOST SIGNIFICANT
ENGINEERING
ACHIEVEMENT IN
OUR 50 YEAR HISTORY

THE HAMMOND COIN OPERATED DRYCLEANING UNIT

NOT a domestic appliance, modified for drycleaning — but a heavy duty industrial-weight machine — built by a firm with a half-century of experience in this field.

Here is a "man-sized machine, to do a man-sized job."

Compare these Hammond features: Stainless steel construction; not a porcelainized machine; 30-minute total cycle, dry to dry; full 10-pound load capacity per washer, full 700 r.p.m. spin speed, fully automatic filter powder injection for uniform solvent quality.



h

ammond

LAUNDRY-CLEANING MACHINERY COMPANY
HAMMOND BUILDING WACO, TEXAS

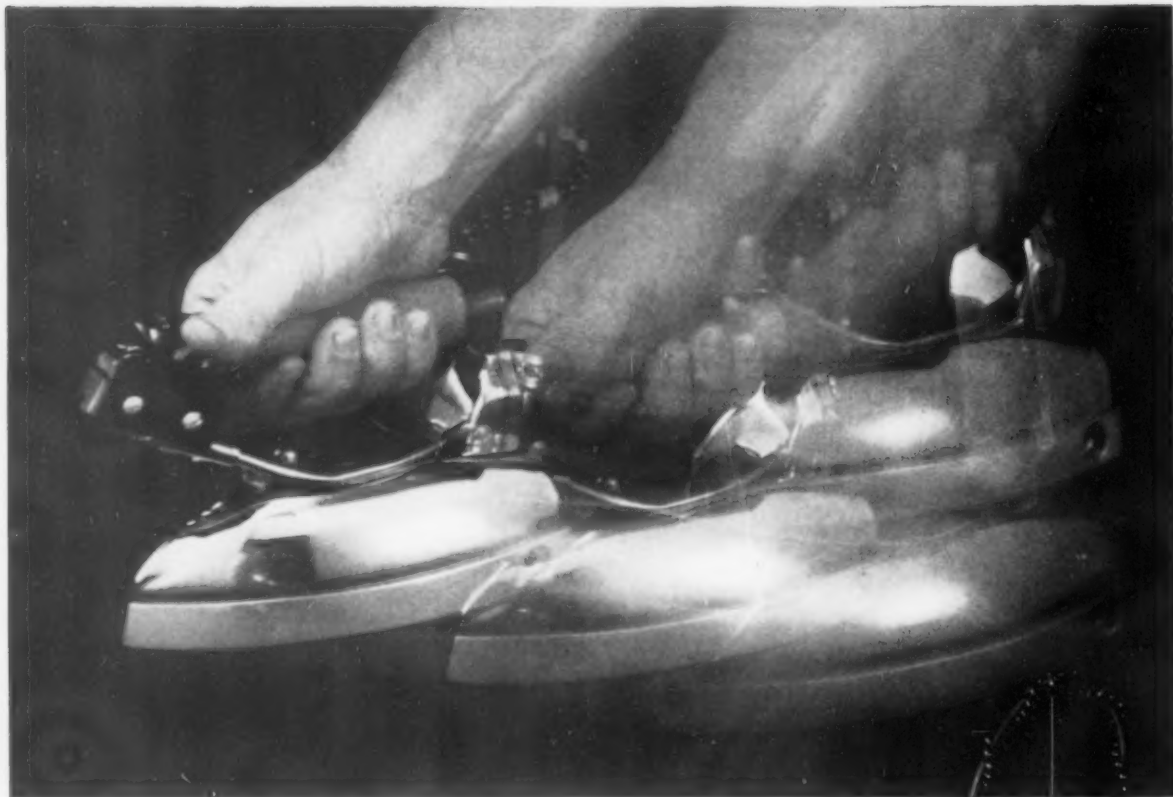
Please rush detailed information on the
Hammond coin-op drycleaning unit:

Name

Address

City State

HAMMOND LAUNDRY-CLEANING MACHINERY CO.
HAMMOND BLDG. • WACO, TEXAS



***how many times a day do you use
your steam-electric iron?***

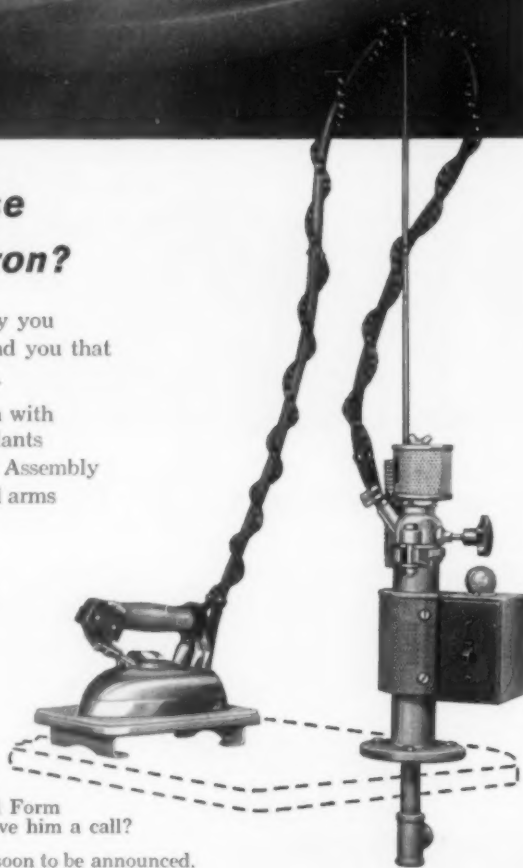
Don't stop and count. We just wanted you to realize how busy you keep this important piece of finishing equipment . . . to remind you that only the best is good enough when it comes to touch-up work.

And that brings us to the Cissell Low-Boy Steam Electric Iron with Electric Thumb Switch . . . the most popular with cleaning plants everywhere. Only Cissell Irons give you the Solenoid Low-Boy Assembly with the famous Cissell valve. Without foot pedals and overhead arms to contend with, your operators are free to concentrate on ironing . . . to turn out the kind of jobs that bring customer compliments—more business—more profit for your plant.

Every Cissell Low-Boy Assembly includes shielded steam chamber, Cissell solenoid valve, pilot light, switch, cord, hose support, and 5 feet of steam hose.

The Cissell Low-Boy Steam Electric Iron is just one of the many fine pieces of Cissell Finishing Equipment. Others include: Offset Press, Steam Finishing Board, Puff Iron Units and Form Finisher. Your jobber has complete information on all, why not give him a call?

Watch for new improvements on the Cissell Steam-Electric Iron . . . soon to be announced.



CISSELL W. M. CISSELL MFG. CO., INC.—LOUISVILLE 1, KY.
Pacific Coast Office: 4823 W. Jefferson Blvd., Los Angeles. Foreign Distributors write Export Dept.—Cable Code "CISSELL"

CONSULT YOUR JOBBER

Dry Cleaners who use AMSCO Solvents lead the good life



here's why

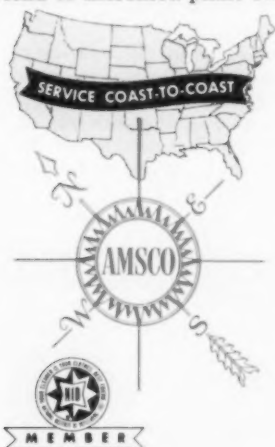
They have more business. AMSCO quality-controlled dry-cleaning solvents insure perfect cleaning, without leaving any after-odor. This means more steady, satisfied customers — a bigger business.

They make more money. AMSCO dry-cleaning solvents lead to increased plant efficiency, lowering operating

costs and increasing profits.

They get quick service. AMSCO dealers deliver what you want, when you want it, where you want it.

They get lots of help. AMSCO has 36 years' experience working directly with the dry-cleaning industry. AMSCO representatives are ready to give you any help you need based on this experience.



AMERICAN MINERAL SPIRITS CO.

General Eastern Offices,
Murray Hill, N.J.

200 South Michigan Avenue,
Chicago 4, Illinois

8600 South Garfield,
South Gate, California

If you'd like to lead the good life using AMSCO Solvents, clip this coupon and send it for the name of the authorized AMSCO dealer nearest you. Do it now.

Name _____
Company _____
Address _____
City _____ Zone _____ State _____



... take a few minutes out to think about customer good will. You can take months and years to build it up, only to see it evaporate in the heat of customer complaints. In your shop, you protect this asset by providing quality checks on your work and instilling quality thinking among your workers. Why not apply the same rules to choosing supplies and suppliers?

Cleaners whose select Columbia-Southern PERCHLOR know they can depend on

"Triple-checked" quality in terms of uniformity, stability and high purity. They know they are purchasing material from a reputable producer with a stake in their business. Columbia-Southern Perchlor is backed by technical service through field representatives of PPG's Chemical Division and your local Perchlor distributor.

For brighter garments... for peace of mind and confidence in your solvent supply...

make sure it's Columbia-Southern Perchlor



**FREE to users of
Columbia-Southern PERCHLOR**

Spring Special! Free traffic-building display offers this \$1.00 value Planter to customers for only 50¢. Display unit includes window streamer and coupons. Ask your distributor next time you order Perchlor.



**columbia | southern
chemicals**
CHEMICAL DIVISION

PITTSBURGH PLATE GLASS COMPANY
ONE GATEWAY CENTER PITTSBURGH 23, PENNSYLVANIA
DISTRICT OFFICES: Boston • Charlotte • Chicago • Cincinnati • Cleveland
Dallas • Houston • Minneapolis • New Orleans • New York • Philadelphia
Pittsburgh • San Francisco • St. Louis • IN CANADA: Standard Chemical Limited

TRENDS of the times

Recession Brings Boom to Dyers: The Garment Dyers Guild of America reports that the six-month-period ending in January may have been the best for ports that the six-month-period ending World War II. For most families during difficult times, according to the Guild, clothing and household furnishings are the first items kept off of the shopping list. Most dyers are reported attributing the upswing in redyeing to homemakers' uncertainty as to when they can afford replacements but many others see redyeing of fabrics as a permanent home furnishing trend.

##

Aids Junior Service League: Jersey Cleaners, Rahway, N. J., will clean, without charge, all clothing donated to the Junior Service League's newly opened thrift shop in Rahway. The plant also accepts the clothing donations during office hours.

##

Small Business Publications: The Small Business Administration, Lafayette Building, Washington 25, D. C., has issued a report, dated December 20, 1960, reviewing both disaster and small business loans, several of which were issued to drycleaning and laundry establishments.

The SBA has also issued two Management Aids, titled "Keeping Overhead Costs in Line" and "The Management Side of Small Plant R & D." Both may be obtained without charge from the SBA.

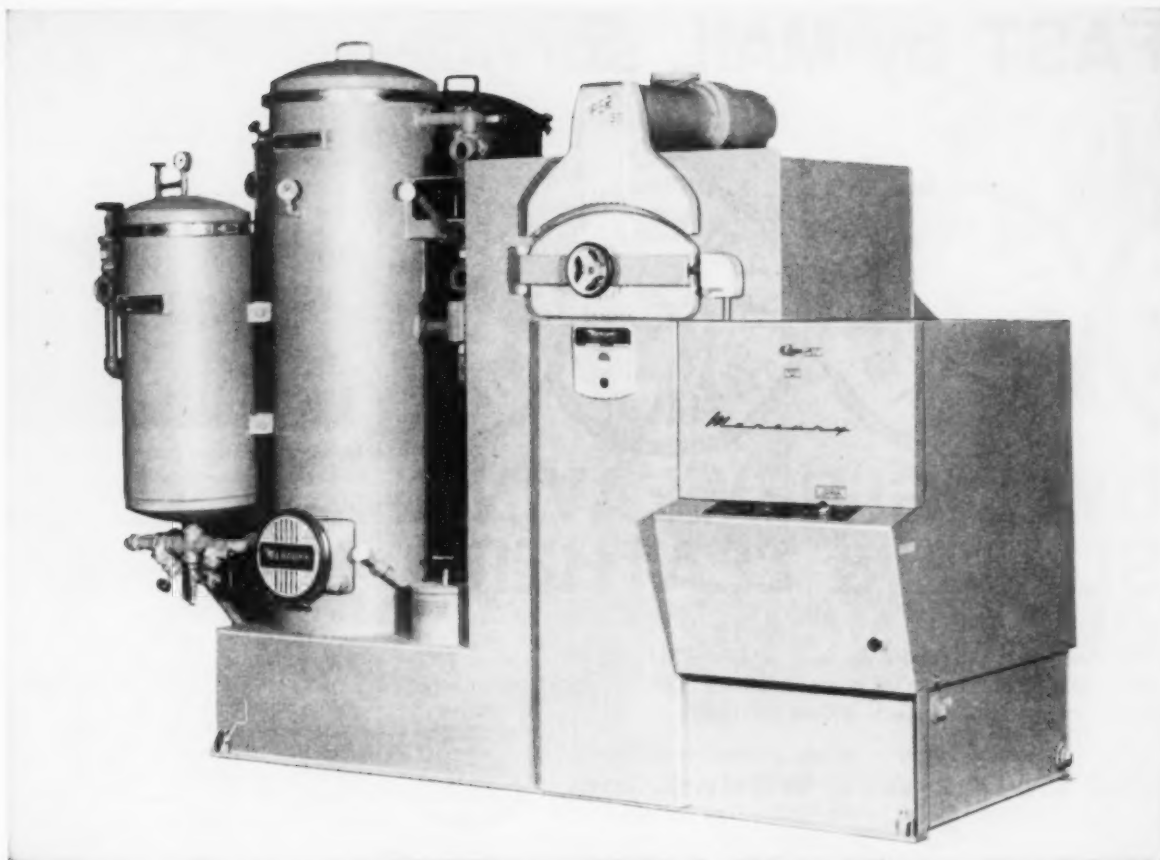
##

Humanitarian Award Winner: Abraham Gitlow, Philadelphia linen supplier, received the first annual Humanitarian Award last month from the Linen Suppliers, Laundries and Dry Cleaners Divisions of the 1961 United Jewish Appeal.

##

Inadequate Title: Colin Smillie, Smillies Cleaners, Welland, Ont., Canada, was recently elected an alderman of the City of Welland. His title should be committeeman, though, for as alderman he will be: chairman of the traffic committee; a member of the

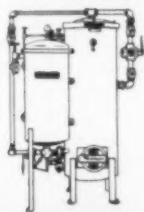
Continued on page 44



PER "50" . . . fully automatic, with Filter, Still, and Clover-Leaf Muck Stripper NOW AT \$145 PER MONTH

Mercury, the manufacturer, carries the notes and/or leases

- There is nothing finer than Numatic PER "50" . . . same unit as delivered to U. S. Navy.
- 2000 GPH Monel Tubular Filter with backwash . . . Marlow Centrifugal Pumps & big 3" dump line.
- 50 GPH automatic Still . . . no foam-over.
- Clover-Leaf Muck Stripper "valves away" the muck; eliminates filter cleaning chore.
- Dry load capacity 44-50 lbs. per load . . . \$2,000 weekly volume.
- Fully automatic . . . 1-bath, or 2-bath.
- Mercury-Twin-Disc transmission and fluid drive.
- Comes completely piped and assembled.



Clover-Leaf Muck Stripper and 2000 GPH Monel Tubular Filter also available for use with any make of Perc Unit. Owners report up to 16,000 lbs. mileage per drum of solvent and less filter pressure.

Petroleum units also available . . . 140F or Stoddard solvent.

Nearly 5,000 successful Mercury Owners in 50 states.

MERCURY
CLEANING SYSTEMS, INC.

Mercury Cleaning Systems, Inc.
1817 Benson Avenue, Evanston, Illinois

Please send complete information on ☐ PER 50 ☐ PETRO 50

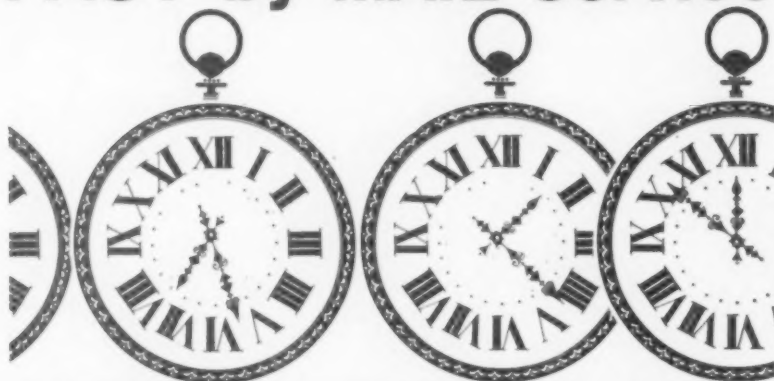
Name

Company

Address

City Zone State

FAST by-MAIL service



DYEING! REWEAVING! SUEDE & LEATHER CLEANING!

Use TRU COLOR... as a single dependable source for all your sidelines. Quality work exclusively. Most orders shipped back within 24 hours.

Write for our trade price list

TRU COLOR DYE WORKS, Inc.

24-47 44th Street, Long Island City 3, N.Y.



Continued from page 42
airport committee; the assessment committee; parking areas, parking meters and street lights committee; personnel and labor relations committee, and chairman of the traffic school police. Good luck, Mr. Smillie!

#



Mobile Promotion: Jack J. Leberberg, owner of Belco Supplies, Inc., Erie, Pa., is promoting drycleaning on his truck to encourage increased patronage of his customers. The wholesaler-jobber has no advertising on the truck panels. The entire area of 6½ by 16 feet is devoted to a display for drycleaning. The opposite panel plugs laundering in a similar way.

Mr. Leberberg, a booster for association membership, has been commended by both the National Institute of Drycleaning and by the Pennsylvania Association of Dyers and Cleaners for his promotions for the benefit of the industry.

#

HOW CAN I ESCAPE



• Ink marking
• Garment
Losses • Hand or
machine marking
• Illegible marking numbers

HERE'S HOW:

with IMPROVED

Original

PRE-MARKED STRIP-TAGS

YOU SAVE 50% IN CHECKING and MARKING TIME! NO MORE COUNTING TAGS ON INVOICES! A glance tells how many articles you have for assembly!

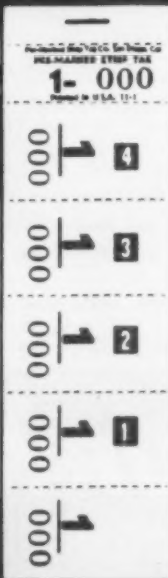
Originated, constantly improved and marketed by Robert Montgomery, a dry-cleaner, to meet your problems and needs.

- The quickest, most positive consecutive identification and assembly of all articles!
- Starting at lower right, staple a tag to each piece. So simple! Attach last tag to invoice!

Ask your supplier or write

PRE-MARKED STRIP TAG CO.

3232 India St., San Diego 12, Calif. • Phone CY 5-2116



#

First Housewife of the State: The South Carolina Association of Launderers and Cleaners recently took part in National Housewife Week, a period of special commendations to the state's housewives by Governor Ernest F. Hollings. The association paid special tribute to Mrs. Hollings as the state's "First Housewife."

#

Gift to Alma Mater: James Runte, president of the Southwest Louisiana Dry Cleaners and Laundry Association, recently presented a copy of Dr. Dorothy Lyle's "Focus on Fabrics" to the home economics department of McNeese State College. Mr. Runte is an alumnus of McNeese.

Elected to Position of Trust: Francis E. Jacopian, president of Jacopian Cleaners, Inc., Stratford, Conn., was elected a vice-president of the Stratford Trust Company. Mr. Jacopian, a past president of the Connecticut Cleaners and Dyers Association, is also one of the organizers of the Stratford Chamber of Commerce, an organizer of the East End Business Men's Association in Bridgeport.

*Lights up
the board...*



PACE PERK

**Does every job
a drycleaning
soap should do!**

*and does
it better!*

Pace-Perk is a charge soap FOR PERCHLOR-ETHYLENE ONLY. Pace-Perk gives you amazing spot removal and is tops in cleaning efficiency. PACE PERK REALLY WORKS. For perchlorethylene... there's no substitute for Pace-Perk... by Caled, of course.

Caled Products

COMPANY, INCORPORATED
BRENTWOOD, MARYLAND



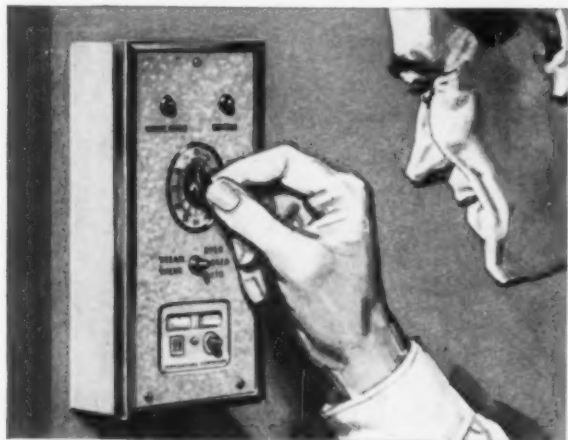
From front counter to boiler room controls assure the quality that



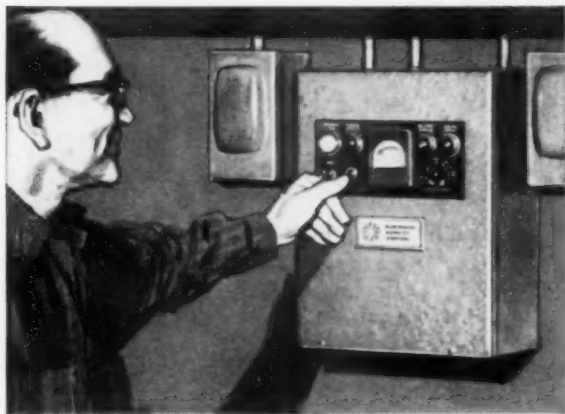
New Honeywell conveyor control system pleases customers with fast counter service! Your counter girl merely dials the number of your customer's garments on an attractive counter control panel. The Honeywell controlled conveyor system delivers

them automatically in seconds. Use any storage identification system you like. The conveyor system always takes the shortest route. Ask your conveyor manufacturer about the new Honeywell MagiCare Conveyor Control System.

Honeywell MagiCare* brings customers back!



New Honeywell MagiCare Tumbtrol* maintains ideal drying conditions at all times! At a central panel, you select the right drying time and temperature for *any* garment—even hard-to-handle synthetics. The Honeywell Tumbtrol System reacts instantly to any temperature change in your laundry tumbler or drycleaning reclaimer to prevent shrinkage or damage to fabrics. Other features include continuous indication of existing tumbler temperatures and provision for end-of-cycle alarm.



New Honeywell MagiCare System prevents shrinkage and wrinkling during washing! No matter what the humidity outside, the Honeywell MagiCare System always maintains the relative humidity of your washer solvent at a level best for each type of material. Garments come out consistently brighter and softer—with no wrinkling or shrinkage. You save time and money on spotting and pressing. Works equally well with Stoddard or perchlorethylene solvents and with any soap concentration.

Honeywell manufactures the most complete line of dry-cleaning controls on the market. For complete information, call your nearby Honeywell office. Or write Honeywell, Dept. ND-3-28, Minneapolis 8, Minnesota. Sales and service offices in all principal cities of the world.

Solvent Temperature Controls



L6018D Two Stage Thermostat. For perchlorethylene systems. Controls a steam valve and a water valve where both heating and cooling are required.



V4019A Solenoid Water Valve. Releases cold water to heat exchanger upon call from temperature controller.

Furnace and Boiler Controls



RA890 Protectorelay*. Electronic flame detection for gas burners and oil burners.



R478 Protectorelay. Electronic flame detection offering either flame rectification or Flameguard*.



Q283 Flameguard Photocell Mount. Combines with a photocell to make up a flame detecting unit for use with the R478B Protectorelay.



VA835 Solenoid Gas Valves. Designed for use with gas burners using two-wire, low-voltage control. Available sizes: 3/8", 1/2", 3/4".



V48, V88 Diaphragm Gas Valves. Relay operated diaphragm valves for use with gas burners using any type of gas. Available sizes: 1" to 3".

*Trademark

Honeywell

First in Control
SINCE 1885



**SPECIAL
PROGRESS REPORT
TO
"MARTINIZING"
PLANT
OWNERS**

With each new franchised "Martinizing" unit that opens, "Martinizing" prestige has grown until today it is the one great, national name in dry cleaning. There are several reasons for this astonishing growth in 10 years.

MARTIN MACHINES As every "Martinizing" operator knows, the Martin machinery and "Martinizing" system are outstanding in the industry, first choice with large and small plant operators. And this outstanding machinery is being continuously improved.

SITE LOCATION, PLANNING AND LAYOUT Every "Martinizing" owner has had experience with the location, planning and layout service Martin offers. Because "Martinizing" stores are cash-and-carry, it is of major importance that locations be chosen on the basis of proved traffic patterns.

And that's only the beginning. Martin experts design each self-contained plant and store for most efficient work flow and best use of each available square foot of floor space.

FIXTURES—SIGNS Every "Martinizing" operator who has visited other "Martinizing" stores knows that there is a "family" resemblance despite variables of size and location. This is based on beautifully designed counters and store fixtures, all highly efficient, as well as exterior and interior signs that spell "brand name" identification.

TRAINING Because each additional owner-operator must add to the prestige of the "Martinizing" name, nothing is left to chance. All new owner-operators are thoroughly trained.

TECHNICAL SERVICES Martin Equipment Sales, developers of "Martinizing," is a part of American Laundry Machinery Industries, the world's largest producer of laundry and dry cleaning equipment. Research is continuous, and "Martinizing" store owners are keenly aware of the value of such research to them.

ADVERTISING AND MERCHANDISING "Martinizing" operators also know the value of advertising, merchandising, and promotion, and how it pays off at the cash register. And they get full-page color advertising in such magazines as *The Saturday Evening Post*, plus local tie-in advertising, radio and television commercials, jumbo posters, window stickers, in-store displays, and other hard-sell promotions.

EQUITY — SECURITY — FUTURE In "Martinizing" you purchase a business which continues to build equity. Cash requirements and total investments are modest. Profit return based on investment is exceptional. Several convenient payment plans are also available to those who qualify for "Martinizing."

AN INVITATION Those who are interested in sharing the "Martinizing" success, repeated in thousands of franchised units throughout the U.S. and abroad, are invited to write to:

MARTIN EQUIPMENT SALES

5050 Section Avenue
Cincinnati 12, Ohio

EXPERT'S CHOICE

Expert spotters everywhere select Pyratex for stubborn, hard-to-get stains. Unusually effective wet or dry, Pyratex quickly and safely removes paint, oil, grease, marking ink, lipstick, lacquer and difficult collodion stains. By using this one concentrated base for preparing either a wet or dry spotter you enjoy the lowest possible cost, as well as the security that goes with America's most popular formula.

COMPLETE
KIT
INSTRUCTOR
SPOTTING
BOTTLES **FREE!**

A real aid to both novice and master spotter. Kit contains 8 unbreakable polyethylene squeeze bottles... a \$3.00 value **FREE!** Each bottle is imprinted with detailed instructions for its specific formula. Each formula bottle is readily distinguished by a different color. Each bottle has a special spout of the type most adaptable to its individual use. A simplified spotting chart and Lipstick Loads Bulletin is included to make this kit a must for every spotting board.



ORDER PYRATEX AND FREE KIT FROM YOUR STREET'S JOBBER TODAY!

R. R. STREET & CO. INC.



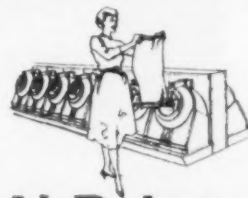
561 W. Monroe St., Chicago 6, U.S.A.



HOLD EVERYTHING!

The best is always worth waiting for and the new Westinghouse coin-operated Dry Cleaning machine is here.

We can't promise you immediate delivery, but we can promise that the Westinghouse Dry Cleaner will be the most profitable, trouble-free coin-operated Dry Cleaner on the market. Westinghouse is building it to the same exacting standards and dependable performance you expect from the people who make the commercial Laundromat®. And that's good! So...hold everything!



ALD, Inc.

7045 North Western Avenue, Chicago 45

Offices in principal cities

ALD Canada, Ltd., 54 Advance Road, Toronto, Ont.

ALD continues to set new standards for the laundry store industry

© ALD, Inc. 1961

FOR HIGHEST QUALITY PRESSING

Resillo **FIRMA** Soft

**A NEW
COMBINATION
DRY CLEANING
PRESS PAD
COMBINING
FIRMNESS
WITH**

Softness

Better than ever quality garment finishing is now assured with **Firma-Soft.**

- Uniquely constructed of specially processed metal—rubber—synthetic materials
- Custom-built complete with skirt, to perfectly fit all models
- Specially processed metal guarantees longer life expectancy for maximum economy
- Provides faster steaming and vacuuming
- Maintains perfect balance of softness and resiliency with proper firmness for creasing, pleating, etc.
- Complete with cover, skirt, draw cord and attaching springs
- Cover can be cleaned with mild detergent and vacuumed dry without removal from press

the
softness
is
INSIDE



Now Available At Your
Authorized Resillo Jobber
CONTACT HIM TODAY!



Resillo **PRESS PAD COMPANY**

6950 N. CENTRAL PARK AVE. • CHICAGO 45, ILLINOIS

WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF METAL PRESS PADS

EXZYME[®]

why

*digester
makes you
a better
cleaner!*

Exzyme removes the spots — not the fabric! Its gentle, digestive action is perfect for removing food, beverage, blood, perspiration, urine and related stains. You need it because most spotting manuals say that over 25% of all stains come clean best with a protein digester like **Exzyme**.

Exzyme works equally well for bath or board. Saves you time because it works alone — frees you for other chores. With **Exzyme** the fabric stays soft and sweet. Never any odor — either in the plant or on the garment.

Be a better cleaner. Next time ask your supplier for **Exzyme**, the safe, fast-working protein digester. It's your best buy because a little goes a long way and the jar is larger!



FREE VALUABLE COUPON WITH EVERY JAR

Get free gifts for yourself and your family—save the coupon that comes with every jar of Exzyme.

***say EX'-zyme**

INDUSTRIAL PRODUCTS DIVISION
PABST BREWING COMPANY • MILWAUKEE, WISCONSIN

Hoffman[®]

ANNOUNCES



3 revolutionary Finance Plans tailored to the needs of the Dry Cleaning Industry!

1

HFP

Minimum Down Payment Plan

Under the terms of the **HFP** minimum payment and conditional sales contract plan, you can own your dry cleaning and pressing equipment free and clear in from one to five years. Equipment is delivered and installed on receipt of a small down payment.

For more than three generations, Hoffman has been a leader in the development of pressing and dry cleaning equipment designed to provide maximum production at lowest cost. Now, Hoffman goes one step further. Through its new and revolutionary financing and leasing plans—**HFP**—Hoffman offers you a tailor-made opportunity to purchase or lease the equipment you need. Consider the advantages of these uniquely comprehensive plans.

2

HFP

Complete Leasing Plan

Here's a leasing plan that enables you to obtain any or all equipment needed — **no down payment** — long term lease — full ownership at end of payment period.

3

HFP

Lease Plan — 6 Months Free

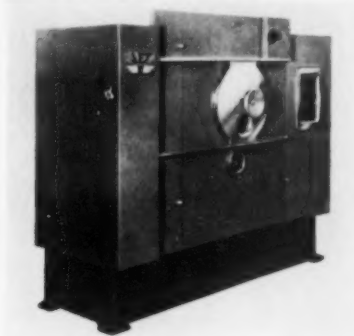
A 30 month lease plan during which you have unrestricted use of the complete dry cleaning unit. You need not make any payments for the first six months. You have the option to purchase the equipment at any time during the term of the lease.

*HOFFMAN FINANCING PLAN



COAT-O-MATIC—
Complete garment finisher

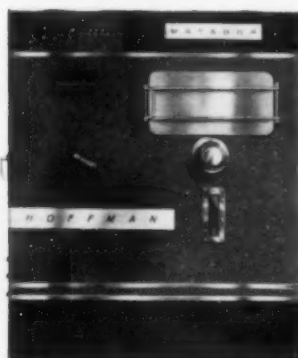
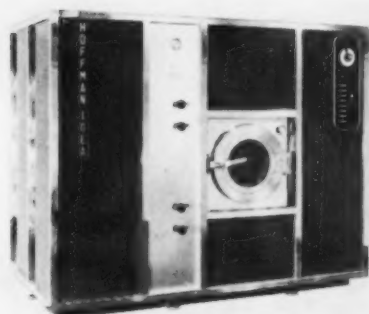
JET—Perfection in cleaning equipment



AIR PRESS—
Fully Automatic

plus other
....AND THESE NEW PROFIT-MAKING MACHINES

Fully automatic "hot" unit



35 LB.—Fully automatic "Perc" unit



RECLAIMER—Fully automatic

Financing available in all 50 states of the U. S., the Commonwealth of Puerto Rico and most Provinces of Canada. For complete information on how you can get the equipment you want on terms to suit your needs, fill out the enclosed coupon.

HOFFMAN
INTERNATIONAL CORP.

107 Fourth Avenue, New York 3, N. Y.



HOFFMAN INTERNATIONAL CORP.
Dept. NC1
107 Fourth Avenue, New York 3, N. Y.

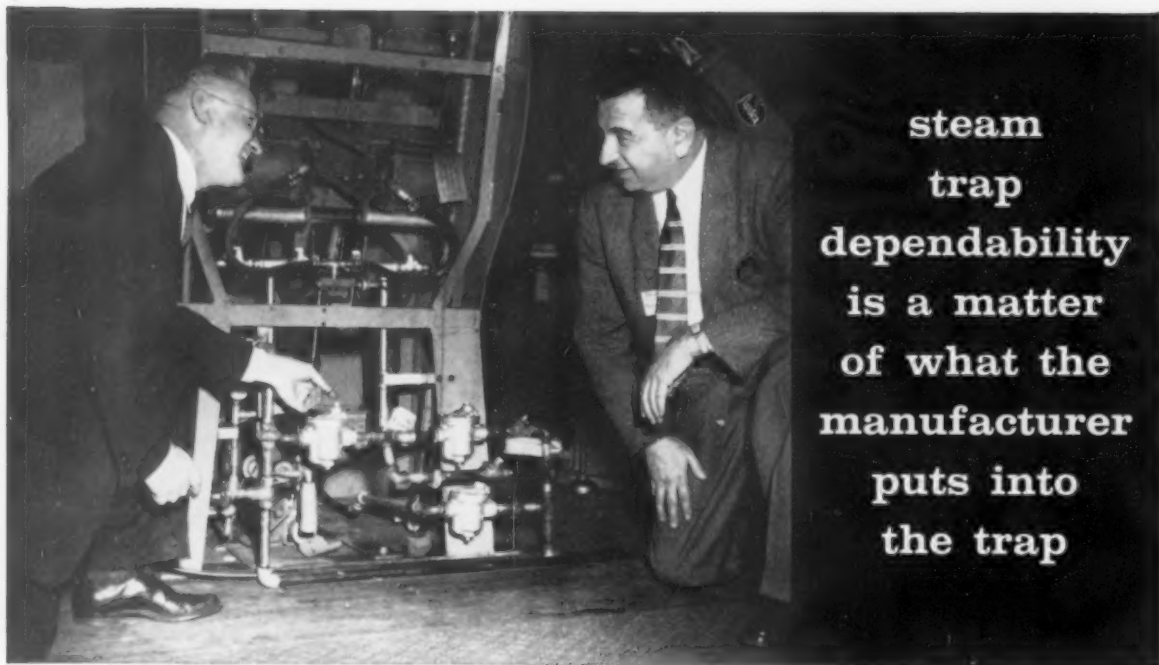
Send us more information on:

☐ HFP ☐ COAT-O-MATIC ☐ AIR PRESS ☐ JET
☐ RECLAIMER ☐ "HOT" UNIT ☐ "PERC" UNIT

NAME _____

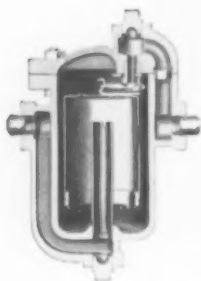
ADDRESS _____

CITY _____ ZONE _____ STATE _____



**steam
trap
dependability
is a matter
of what the
manufacturer
puts into
the trap**

Here's why Armstrong traps assure dependability for laundries and cleaners

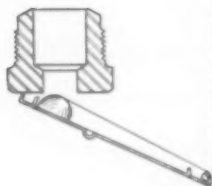


SIMPLE INVERTED BUCKET PRINCIPLE

The best way to insure performance dependability in any mechanical device is to utilize an operating mechanism that has the fewest possible ways for something to go wrong and has been proved in service like yours. The Armstrong inverted bucket design meets these requirements.

STAINLESS STEEL WORKING PARTS

No mechanism can last any longer and perform any more dependably than the materials of construction permit. All the working parts of Armstrong Traps are made of tough, corrosion resistant stainless steel.



FOOL-PROOF LEVERAGE SYSTEM

Even a basically good operating principle can be made better with refinements in design. Armstrong inverted bucket traps have an exclusive "frictionless" free-floating valve mechanism that gives big capacity in a small package for long life and infrequent maintenance.

SELF SCRUBBING ACTION

If you remove a major cause of trap troubles, dependability increases greatly. Armstrong Traps feature a self scrubbing action that keeps dirt in suspension and discharges it along with the condensate so it has no effect on trap operation.



Get full details on Armstrong from your Armstrong Representative or your supply house.



ARMSTRONG MACHINE WORKS

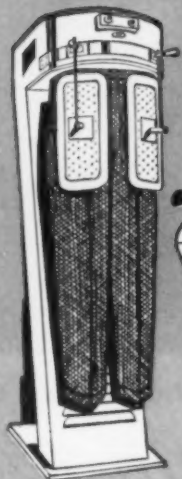
8502 Maple Street • Three Rivers, Michigan
Manufacturers of Inverted Bucket Steam Traps and Ball Float Air Relief Traps



WITH AJAX YOU CAN SLASH DRY CLEANING PANTS FINISHING COSTS

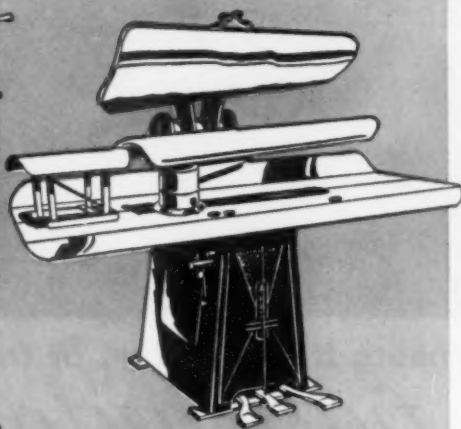
A new modern concept in topping and legging is changing the pace of the industry — **FASTER THAN EVER.**

**AJAX Automatic
Pants Finishing Unit**
now cuts out seven
steps in pressing
trousers . . giving you
better quality in
one-half the time —
with 3 Simple Lays



AJAX Topper-Matic

Finishes trouser tops automatically in one lay — neatly with a minimum of handling. New design gives you ease of handling and a consistently uniform top every time, plus finest quality finishing at the utmost economy.



AJAX Legger

Fully automatic . . . equipped with safety controls . . . reduces handling time . . . improves the quality of pressing. Equipped with AJAX Sensitive Pressure Selector, permitting any degree of pressure . . . reduces fatigue and operator turnover.

Overcome the problem of costly production time. Contact your nearest AJAX representative. He will be glad to furnish you with the complete details immediately

Since 1929 the Leader in design
AJAX PRESSES

**619 So. 5th WEST
Salt Lake City, Utah**



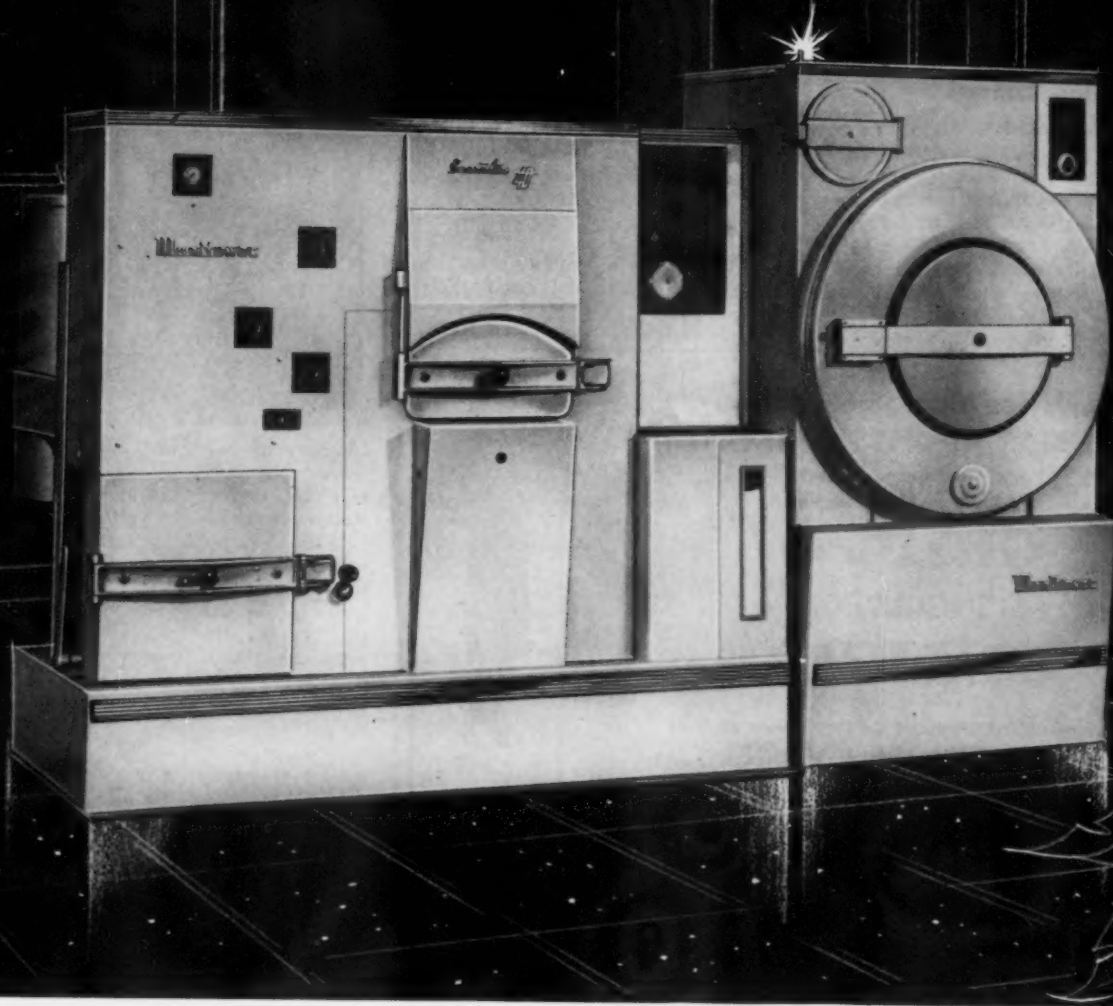
new
MANITOWOC

meets the challenge of the future with
*fully automatic
quality control*

Before you buy any dry cleaning machine, wait to see the new MANITOWOC GUARDIAN 40. It's new and it's **fully** automatic; with classic beauty and more needed modern conveniences than any other dry cleaning system — it was designed to protect your reputation for quality.

FULLY AUTOMATIC ALL THE WAY, not just partially as with other machines. Touch the start button and washing, filtering, powder injection, sludge collection, and extraction are handled unattended. Even the call office girl can turn out a perfectly cleaned load on the first try!

CLEAN SOLVENT DURING ENTIRE WASH CYCLE with new **continuous** Hi-Fi Filtration. Constant replacement of dirty solvent with crystal-clear perc while load is washing guards quality.



The compact GUARDIAN 40 perchlor dry cleaning system includes filter, still, and tumbler...will clean 105 to 120 lbs. per hour.

New, compact tubular filter is automatically backwashed and re-charged after every cycle.

NEVER TOUCH MESSY MUCK AGAIN. Automatic sludge collector converts muck to a damp powder . . . "hands" it to you in a nylon bag.

AUTOMATIC "POWDER MISER" POWDER INJECTOR gives you **command performance** control of filter powder, sweeteners . . . **any** type of additive.

FULLY AUTOMATIC TUMBLER is thermostatically controlled. Automatically turns steam and water on and off during auto-control timed drying cycle. Solvent recovery is more efficient and faster with a superior aerated damper.

PERFECT QUALITY CONTROL EVERY SECOND OF THE CYCLE with the exclusive Manitowoc NO-SURGE-OVER STILL* . . . FLUID DRIVE motor coupling . . . free-flow COPPER TUBING . . . many other performance-proved quality features.

*Pat. Pend.



NEW! Fashion Award
Quality with . . .

MANITOWOC

MANITOWOC ENGINEERING CORP.
(A subsidiary of The Manitowoc Company, Inc.)
MANITOWOC, WISCONSIN, Dept. MS-2

mail to-day for more Guardian information!

NAME

TITLE

ADDRESS

CITYZONESTATE
MS-2

MONEY MAKERS

Helps Handicapped

Sid Hudson made the newspapers recently on opening a new drycleaning plant at Las Vegas, Nevada.

One of the special features of his Lucky Cleaners is that all the equipment is especially designed to be operated by handicapped people.

This provides employment for those

who are unable to obtain work because of specific disability such as loss of one hand. The presses and other cleaning machines here can be operated by one-handed persons.

Be an Expert

This bulletin board does more than take up wall space at Westbury-Valet



Cleaners of Westbury, New York. Owner John Leonardo uses it to display all current bulletins of the National Institute of Drycleaning.

While only a few of them are directed to the consumer, still John shows the various technical bulletins issued by the NID for the guidance of plantowners. He feels it gets the point across to his customers that he is a craftsman and is completely informed on latest fabric and cleaning developments.

Satisfied Customers Mean REPEAT PROFITS FOR YOU!

Build good will and better business by using no-slip

GRIPPO SHOULDER GUARDS

Plastic-foam GRIPPO SHOULDER GUARDS prevent all kinds of materials from creasing, sliding, slipping. Convert plain wire hangers into useful accessories in seconds. In soft pastel colors and white to delight feminine customers.

Your NAME printed on GRIPPO SHOULDER GUARDS at small additional cost.



THE ORIGINAL SLIP-RESISTANT TROUSER GUARD (Not An Imitation)

Do not accept substitutes! Make this test. See if the guard you now use will hold trousers with just a few inches overhang. GRIPPO TROUSER GUARDS will! Eliminate customer complaints and costly re-runs. No-slip, worry-free GRIPPO TROUSER GUARDS hold all kinds of materials safely and neatly. Also available in Blue Chip for extra-heavy-duty use. MORE GRIPPO TROUSER GUARDS ARE USED BY CLEANERS THAN ANY OTHER KIND!



ONE MILLION A DAY THE GRIPPO WAY!

"The Red Strip with the Bulldog Grip"

GRIPPO TROUSER GUARDS

SOLD BY LEADING DISTRIBUTORS

Get Complete Information from Your Distributor Today!

L. M. LEATHERS' SONS

PAPER PRODUCTS DIVISION

P. O. Box 1188 • Athens, Ga.



Wash-and-Wear Promotion

This cleaner follows the advice that if you can't beat 'em, join 'em. During the summer months Cahanna Cleaners of Closter, New Jersey, features a huge sign in the call office window.

It tells the world that "We give wash and wear the best of care." It is a fine reminder to the housewives that the plant is equipped to ease their work load. In addition, it lets the customers know that the professional cleaner is an expert custodian of their garments.

ALMORE DYES SWEATERS *Beautifully**



Cashmere
Nylon
Angora
Ban-lon
Wool

**Offer
this profitable
and satisfying
service to
your
customers
in full
confidence.*

Tell your customers—"DYEING SAVES BUYING"



ALMORE DYE HOUSE

DYEING is our ONLY Specialty
4412 Wentworth Ave.,
Chicago 9, Illinois

Leon Teichner, President

*Continuously in business since 1919
... the dyeing name of undying fame*

Give YOUR Customers ODORLESS ... GERM-FREE DRYCLEANING



- Controls odors
- Kills bacteria when used with Stoddard solvent
- Cuts tumbling time
- Cuts finishing time
- Does not build up in system
- Only 2 oz. daily per 100 gals. solvent



LE FEVRE CHEMICAL CO.
OKLAHOMA CITY, OKLAHOMA

Le Fevre Chemical Co., Oklahoma City, Oklahoma

Please have your representative call on me.

NAME _____

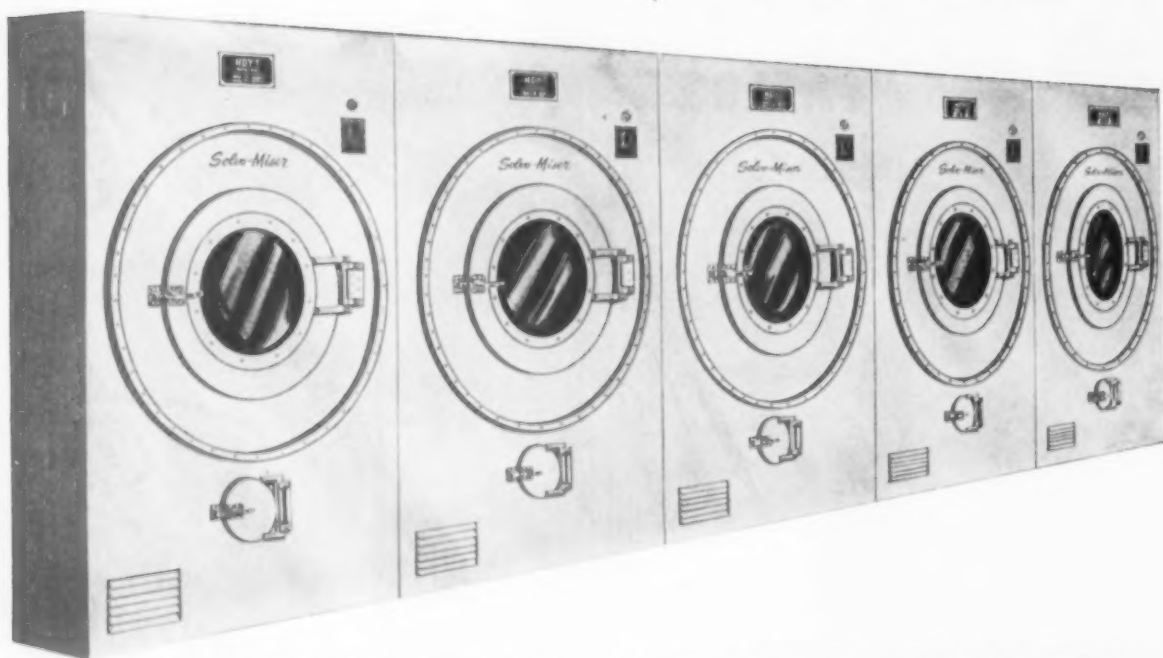
ADDRESS _____

CITY _____ STATE _____

Thank you for visiting us at the N.I.D. Convention

THE WORK • HORSE OF RECLAIMERS

HOYT STANDARD SOLVO-MISER



This economy model reclaimer has proven itself in thousands of installations, singly or in batteries, giving efficient, trouble-free operation for years on end! Low in price, rugged and simple in construction, the Standard model Solvo-Miser is now available with the exclusive "cool-down" feature, which restores the "like new" appearance and feel, and minimizes finishing. This model is extremely versatile and lends itself admirably to some of the new concepts in dry cleaning.

For those who want the very latest in reclaiming, Hoyt offers the Super-Fast line, equipped with the popular Loadtrol which varies cylinder speed for proper tumbling action, depending on size of load. Automatic group timing system and Steem-Mist, for eliminating lint transfer and a softer finish, are optional.

Hoyt features are also incorporated in products sold by other manufacturers. Insist on them when you buy.

Send for Reclaimer bulletins SM and SF

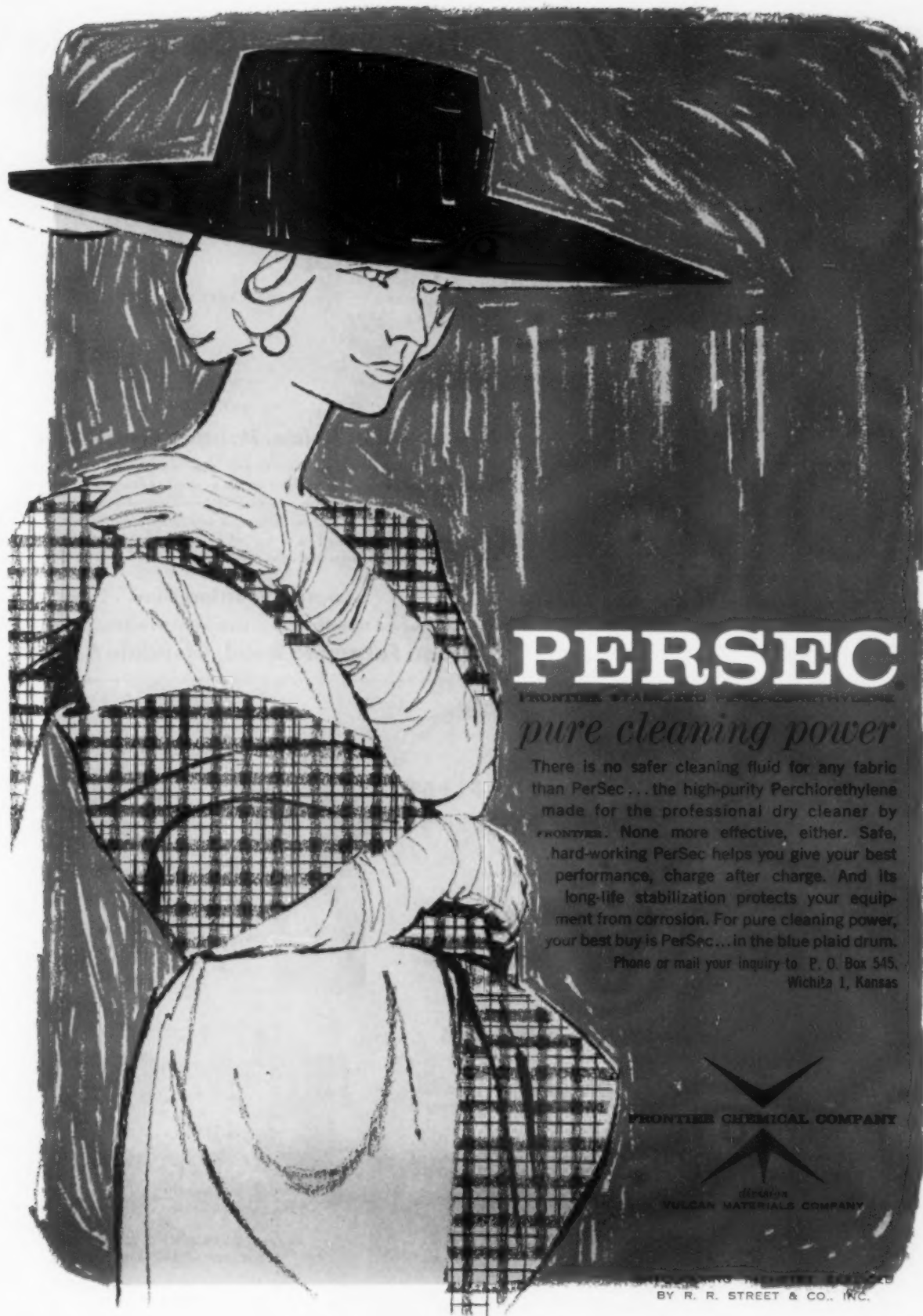
HOYT

WESTPORT, MASSACHUSETTS

IN CANADA: HOYT MANUFACTURING LIMITED, TORONTO

AUTOMATIC DRYERS RECLAIMERS SNIFF-O-MISERS

Distributors in Principal Cities



PERSEC

FRONTIER STABILIZED PERCHLOROETHYLENE

pure cleaning power

There is no safer cleaning fluid for any fabric than PerSec... the high-purity Perchloroethylene made for the professional dry cleaner by FRONTIER. None more effective, either. Safe, hard-working PerSec helps you give your best performance, charge after charge. And its long-life stabilization protects your equipment from corrosion. For pure cleaning power, your best buy is PerSec... in the blue plaid drum.

Phone or mail your inquiry to P. O. Box 545,
Wichita 1, Kansas

FRONTIER CHEMICAL COMPANY

divisions
VULCAN MATERIALS COMPANY

PERSEC AND FRONTIER STABILIZED
BY R. R. STREET & CO., INC.



STANDARD SCALE BASKET

16" x 18" x 32" heavy gauge steel wire basket with removable plastic liner. Capacity 60 lbs. Steel carriage with 3" ball bearing casters. Weight figures are reflected in magnifying mirror and plainly visible without stooping

\$79.50

Replacement Liner
\$4.95

ECONOMY HANGING SCALE

Ideal Scale for selling service by weight. Heavy gauge metal basket. Attractive scale graduated to pounds and half pounds. Approved by Dept. of Weights and Measures. Capacity up to 100 lbs.

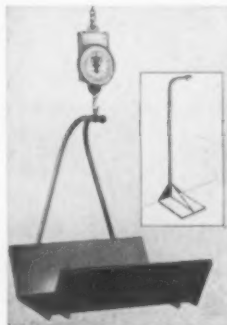
Scale and basket as shown

\$45.00

With stand add \$16.50

Scale alone \$22.50

Basket alone \$24.00

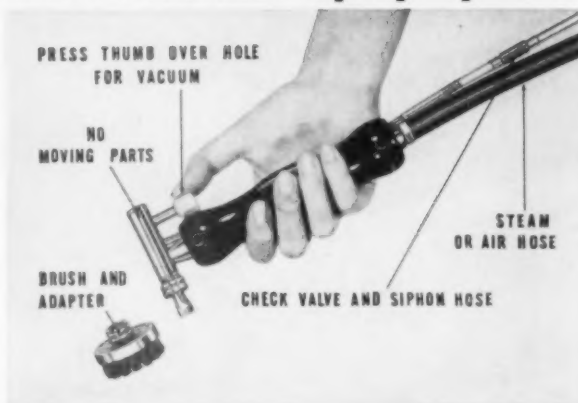


Send for 1961 Catalog.

**Sold by Drycleaning & Laundry Jobbers
Throughout the World.**

NEWHOUSE SPECIALTY CO. INC., 3827 San Fernando Road, Glendale 4, Calif.

New Valveless Spray Spotter



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New Valveless, Moisture Control Gun

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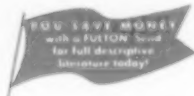
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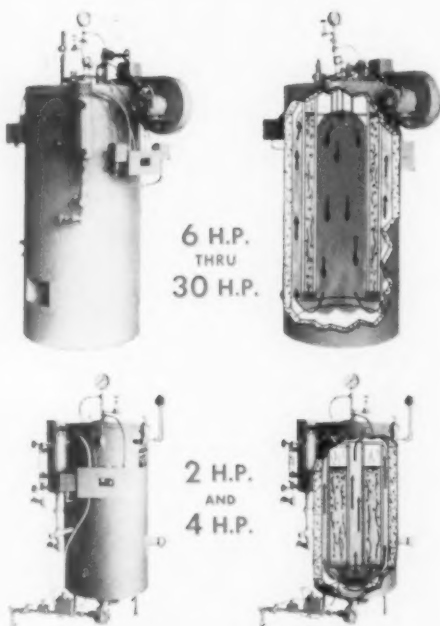
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ALSO — RETURN SYSTEMS AND
BLOW-OFF SEPARATORS

THE NATIONAL CLEANER

LEGAL DECISIONS

By A. L. H. STREET

Cancellation of Contract

Can a cleaner sue for damages if, under the terms of a contract, a hotel cancels its account before the end of the contract?

No. The plaintiff had served a hotel patron's need for valet and laundering service for many years. Then he and the hotel owner signed a contract that was to run for three years, subject to the following condition stated in the contract: "It is distinctly understood and agreed that the services to be rendered by the second party (the cleaner) shall meet with the approval of the first party (the hotel owner) who shall be the sole judge of the sufficiency and propriety of the services."

Seven months later, the hotel owner notified the cleaner that the contract would be terminated at the end of the month. The cleaner complied with the notice and the hotel granted the valet and laundry service privileges to a competitor.

The cleaner sued the hotel owner for damages and the trial judge approved a jury's award of \$7,135 damages to the cleaner. The New York Supreme Court, Appellate Division, First Department, in the case of *Furschmidt vs. Hotel Abbey Holding Corporation* (200 New York Supplement, 2d, 256.) ordered a new trial on the grounds that the previous trial judge had misinterpreted the effect of the clause entitling the hotel owner to cancel the contract.

The higher court said that the hotel owner was entitled to terminate the contract if genuinely dissatisfied with the service furnished by the cleaner, regardless of whether the jury should think that the hotel owner did not have reasonable cause for being dissatisfied. The higher court reasoned:

"This agreement provided that the hotel owner was to exercise strict control and direction of almost every aspect of the plaintiff's operation. The prices were to be fixed by the hotel owner; disputes with hotel guests were to be finally resolved by him; he was to establish the specific hours of service 'to conform to the convenience' of the hotel's guests. The cleaner's employees and their uniforms had to be approved by the hotel owner and all the billing was to be done through the hotel as though it were rendering the services to its guests.

"Thus it appears that the primary and overriding objective of the hotel owner in entering into this agreement

was to ensure to his guests proper, efficient, courteous and reasonable valet and laundry facilities as an integral part of the over-all personal services rendered by the hotel to the end that the goodwill of the guests be retained.

"In this case the hotel owner did not bargain for a particular type of pressing, stitching or laundering but rather

for a relationship between the cleaner and the hotel's guests as would protect and enhance the goodwill so essential to the operation of the hotel business. No objective standards of reasonableness can be set up by which the effectiveness of the cleaner's performance in achieving the effect sought can be measured. It is for that reason that in

Continued on page 182



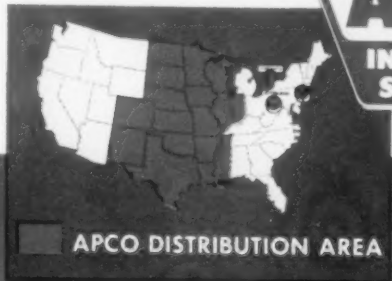

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EDITORIAL

Then — and Now

It's seven years since the writer moved out to the edge of the drycleaning industry. Changes are interesting to record.

The industry has matured. This shows in its casual regard for a total volume nearing the *two-billion-dollar* mark. There were sophomoric whoops when we passed the billion-dollar mark.

Those many changes among the allied trades may be normal for any seven-year period. Yet few familiar names and faces now appear in the monthly news notes. Status of many allied trades firms has altered greatly, and often surprisingly.

Innovations of 1953 have since become established: the charged system, washer-extractors, air-driven presses, shirt laundering, laundry coin-ops.

Spawning of package plants by ancient factories seems nearly complete. Many of the "mother plants" have even disappeared. Strings of package plants under one ownership are still on the increase. More "big money" is in evidence.

Drive-ins are no longer noteworthy.

We saw our first steam-air trouser topper at San Francisco in 1948, so we've been surprised at its slow refinement and acceptance. Several good models seem now to have made their place in the industry.

By contrast, muck strippers, solvent recovery units and call-office conveyors took the industry by storm.

Use of engineering services still has not become so prevalent as anticipated. This may be due in part to better management training, both through NID's specialized courses and general courses now available in many colleges.

Equipment layout has improved tremendously, particularly in smaller plants and small towns.

NID is still one of the country's best trade associations, and *still* not supported by thousands who profit from its labors.

Open yearning to settle industry problems by state legislation seems muted since our last convention swing.

What happened to the surge in de luxe cleaning? We don't find the proportion of de luxe service foreseen. Many towns have *none whatsoever!*

Big thing we miss is that vibrant air of expectancy. Following World War II the industry seethed with innovation in every facet of operation. We *looked* for big things. Today giant strides are taken for granted. Perhaps this, too, is maturity. Yet we sure miss the gee-whizz atmosphere!

Maybe the industry is benumbed by prospect of coin-op cleaning and Federal minimum wage. Aren't these the first *real* threats to the industry in a full generation? Have we gone soft? Faced boldly, they shouldn't prove insurmountable to *good* drycleaning businessmen.

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New York Executive, Editorial and Advertising Offices, 466 Lexington Avenue, New York 17, N. Y. Telephone: ORegon 9-4000.

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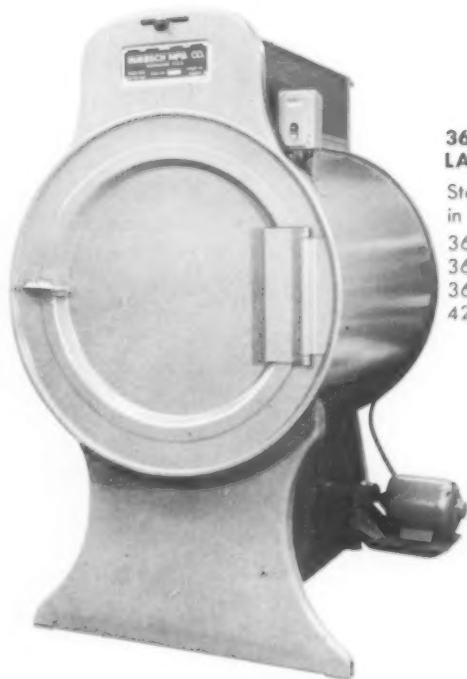


HY-DRY LAUNDRY TUMBLER

Steam or Gas Heated, Standard or
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Gas Heated model illustrated



36" AND 42" LAUNDRY TUMBLERS

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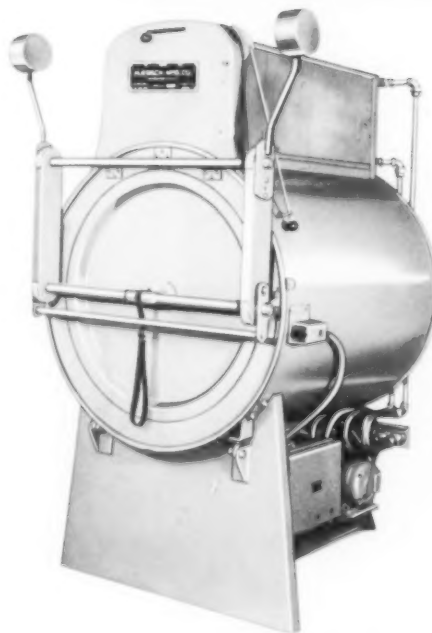
36" x 18"

36" x 24"

36" x 30"

42" x 42"

42" x 42" with new large door illustrated

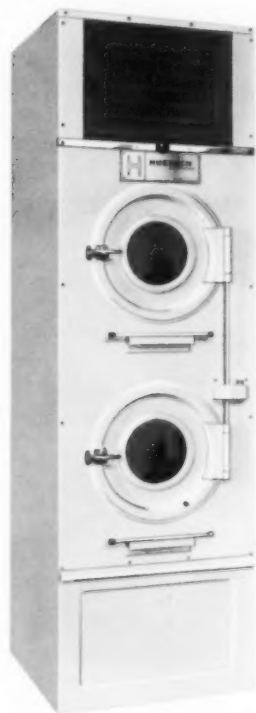


42" UNLOADING LAUNDRY TUMBLER

Steam or Gas Heated

Steam Heated model illustrated

scientific laundry and dry cleaning equipment...



TWIN-CYLINDER LAUNDRY TUMBLER

Steam or Gas
Heated in 1 size:
Two 26" x 24"
Cylinders

Steam Heated model illustrated



OPEN END WASHER

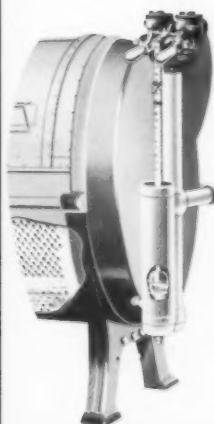
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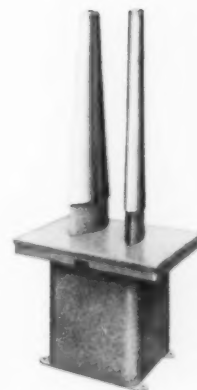
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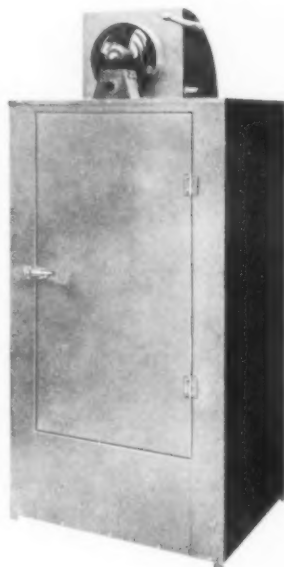


36" x 30" size illustrated

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36" x 30"
42" x 42"



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INTRODUCTION

Your Guide to New Machines And New Methods

EVERY YEAR is hailed by somebody as "our year of crisis." It is evident, however, that 1961 either is *the* year of crisis for the drycleaning industry, or the first in a series of such years. Our position has several points in common with the international crises of today:

1. We are under attack on several fronts, including coin-ops, fabric developments, Federal minimum wage and, as always, ever more intense competition for the customer's dollar;
2. It is not always clear who is friend and who is foe, nor for that matter, which is victory and which defeat;
3. Sooner or later a lot of people are bound to get hurt, including many not in the "front lines";
4. Yet the industry's resources appear quite adequate for the crisis, *if* properly mobilized, deployed and moved into combat;
5. We are not always in agreement as to what is to be done when and by whom.

To belabor the simile further, this is "total war" for the drycleaners. It involves all of the familiar "Seven M's": Men, Money, Machines, Methods, Materials, Management and Merchandising.

In *this* crisis, the cleaner won't get by with competence in only two or three phases of plant operation. If he tries to, he may never know what hit him!

This is because every one of these threats is zeroed in on the cleaner's traditional safety factors: the minimum-cost "gravy" garments; the spare employees who cover absentees or peak loads; the need for the professional touch in finishing; the status of professional drycleaning as a necessity.

Our simile applies in one more sense. In the past the battle for volume has been pretty much on one front—persuading the public of the value of drycleaning. Now the battles for cottons, wash-and-wear, clean-only items, etc., show what kind of multifront warfare is in prospect.

Tomorrow's drycleaner must learn to battle for different kinds of volume in varying terrain, under a wide range of conditions.

His weapons and resources must be varied accordingly.

EDITORIAL

NATIONAL CLEANER AND DYER

Self-Service Drycleaning

The biggest threat to the commercial drycleaning industry is lurking over the horizon. That is the advent of self-service drycleaning or even mechanized home drycleaning.

We must not react as the laundryowners did when threatened by launderettes and say in effect "It can't happen here." When launderettes first appeared before World War II and bogged down for lack of materials to make home washers, the laundrymen thought the self-service laundry idea had failed and gave it little further thought. Just because the self-service drycleaner has not taken hold is no reason for us to become complacent.

At the British Industrial Exhibit in September was shown a small synthetic drycleaning machine that could easily become the Bendix of the drycleaning industry. It occupied little more floor space than a Bendix washer and was reported to be capable of cleaning, extracting and drying a heavy suit quite satisfactorily.

Developments here in the United States can be regarded with respect by the drycleaners. At Marshall Field & Company in Chicago, electrically heated puff irons have been available to the public for some time. We are all acquainted with the domestic steam iron. It has not proven entirely satisfactory but it, undoubtedly will be improved. Even the glider press now used in the cleaning plant is capable of conversion to domestic use. Steam need not be a serious problem since steam generators are becoming so small and portable that one man can almost lift some of the one or one and one-half horsepower generators.

We need not scoff because the cost will remain prohibitive for domestic users. At present these items that are made for the commercial market are manufactured in hundreds. If they ever caught on in the domestic market, they might be made by the thousands and mass production would drive the cost way down.

Solvent clarification need not be a problem, either. The man who is operating a "drycleanerette" would have a central clarification and distillation unit. The apartment house or large home that installed a drycleaning unit could buy its solvent in cartridges and exchange cartridges as they do water-softening tanks, or butane gas tanks for country estates.

In at least four different cities in the United States, self-service cleaning has been tried. In New York the cleaner converted to a regular service when he found that customers required too much supervision, for which he was not getting paid. In California the self-service cleaning feature of a couple of launderettes was quashed because they were not in compliance with the state drycleaning code. In Georgia and Mississippi, so far as we know, the self service is still available.

Experience of the laundryowner with launderettes would point out two further features that are in favor of self-service drycleaners. One is that a customer will be satisfied with or at least accept the lousy quality

of her own work when she would scream her head off if her garment were returned to her in a similar condition by a commercial drycleaner.

The other point is that so-called unserviceable fabrics that remain nightmares for the drycleaners will become unmarketable if and when self-service drycleaning becomes widespread. When the customer herself has to deal with troublesome garments, she will become a much more shrewd student of fabrics and dyes and sizings when shopping for her clothing.

The coming of new synthetic fabrics is likely to affect the drycleaners adversely, also. Manufacturers' claims of wrinkle resistance and soil resistance are exaggerated. Any fabric with truly wrinkle- and soil-resistant properties is likely to be uncomfortable to wear but nylon, Orlon, Dacron and other new fibers undoubtedly make a garment that is much easier to clean and finish. This will be tempting to the customer and to the potential manufacturer of self-service or home cleaning equipment.

So what do we do now?

Drycleaning is a service. While we like to think of it as a necessity, the customer considers it a necessity only if she can afford it and benefit from it. We must turn out a quality of production that is not only good enough to "get by," but that restores the garment as nearly as humanly possible to its original condition when purchased. We must convince the customer that it is impossible for her to do a job anywhere near as good as the commercial drycleaner does.

It is not sufficient for those of us who do superior cleaning to sit back complacently. We must take steps to raise the quality of cleaning done in the entire industry. It is the shoddy cleaners, or the well-meaning but ignorant cleaners, who will encourage somebody who is well-heeled to take a flyer in the self-service market on a nationwide scale.

Swan Cleaners in Columbus, Ohio, found the answer when it set up a chain of plants keyed to the customer's wants by making the store manager the supervisor of each plant. To keep customers from doing their own drycleaning, they have to be smothered with service, and smothered with service at a price they can afford.

Right now, beef is going into the black market. Drycleaning cannot be black-marketed, but while the customer can't raise a steer she might dryclean her own clothes.

The laundryowners were asleep at the switch. The launderette appears to be here to stay.

Let the reader feel we are scaring up a bogeyman merely to fill the editorial page, let him reflect on the revolution in the beauty-parlor industry occasioned by the advent of home permanent waving.

A stitch now by the drycleaning industry will save 99 when the defense emergency is over and machinery manufacturers start looking for new markets to invade.

CHAPTER ONE

CAN WE PLAY OSTRICH?



AS ALWAYS HAPPENS when something truly revolutionary hits an industry, there are a large number of drycleaners who are saying, in effect: "Don't have anything to do with coin-op drycleaning, or with steam-and-clean. We can't afford to handle garments for less. To have our customary markets upset will be ruinous."

In other words, don't look and it will go away.

Let's face the facts

Come on, fellows, let's face it. It's here. Whether we like it or not, coin-op drycleaning and its shadowy counterpart, clean-and-steam, are unmistakably, irretrievably part of the drycleaning industry. In the year since it was first discussed on the convention floor, coin-op drycleaning has been proven: (1) mechanically and technically practical; (2) entirely acceptable to the public; (3) financially profitable in good traffic situations.

We aren't about to try to kid anybody. The effect of this new development is going to be as rough as breakers driven by an east wind against an Atlantic beach. For those in the industry who can't swim, it can be fatal. For the rest, it will take every ounce of energy and skill to plunge through, but will in the long run be invigorating and even healthful.

First thing to remember is that coin-op drycleaning is a new development *within* the industry. It does not detract in any way from the value of or necessity for drycleaning garments. Wash-and-wear, permanent creasing and pleating, wrinkle- or stain-resistant finishes are all direct threats to the basic need or demand for drycleaning service. They are a frontal attack on the industry. Coin-op cleaning is to the industry a problem such as the Pentagon faces in allocating missiles to Army, Navy or Air Force. It can be a potent weapon in our "defense," but it sure can demand a readjustment of our existing facilities.

The Defense Department analogy can be followed further, in that our traditional types of equipment definitely have not been made obsolescent. Wars are still won by occupying troops. The tougher cleaning still has to be done by professionals in the traditional manner. And just as the Polaris submarine and the returnable superbomber carry on the traditional functions of the Navy and Air Force,

just so will the familiar types of equipment in the cleaning plant be adapted to new functions that sustain the traditional types of cleaning.

One example of this trend is making a conventional hot-type synthetic drycleaning unit convertible from production use in daytime to coin-operation in evening hours. The answer on this experiment will not be fully known for months, possibly for a year or more. Utilizing 30-pound capacity is a new idea to consumers. They will have to learn how to make the best of it before taking to it extensively. Once they do learn to use it, this one innovation could become the greatest closet-cleaner-outer this industry ever developed.

The coin-op haul

Actually, the closet yields a comparatively small proportion of this bulk drycleaning that rarely gets into the traditional plant. Typical loads will include more household items: drapes, couch covers, bedding, scatter rugs, car blankets, pet blankets and pads. Heavy winter clothing and occupational or recreational wear will get a play. Also sports equipment and uniforms in team lots, as well as organizational uniforms (bands, etc.).

Note that these items all tend to be one of their kind in the family or organization. That is, they have no replacements. Very often the users feel unable to do without them long enough for a trip to the cleaner's for complete professional cleaning and finishing.

Or more important, perhaps, they don't feel the budget will stand as frequent cleanings as they'd like to have. This is particularly true of school organizations and teams. School baseball teams, for instance, that normally get suits cleaned two or three times a season would be interested in weekly cleanings for the bulk of their uniforms on a coin-op or clean-only basis, with professional care for three or four badly soiled outfits.

If we seem to belabor this point, it is because the industry is too sensitive to the finished work they will lose as a result of coin-op, clean-only or clean-and-steam. They overlook the point that each individual garment or item is likely to be cleaned much more frequently. Especially if the drycleaner promotes the shorter repeat cycles.

The question frequently asked with-

Single Unit Pays Off

Blanchard Faultless Cleaners, Topeka, Kansas, installed one experimental cleaning unit in a coin-op laundry already operating in a small shopping center. Absolutely no advertising was done, either publicly or within the store. Three loads were run the first day.

A complete check of persons using the machine was made in the third week with these results: Total of 28 loads for the week; 20 of the users had already run at least one load in the first two weeks; of the remaining eight users, three had heard about the machine, three had seen it while doing laundry, two weren't contacted, having used it between midnight and six a.m., when unit was unattended.

During the month of January there have never been fewer than 50 loads per week. Tops for one day was 14 loads.

Break-even is figured at slightly under four loads daily (not including executive salaries, but covering everything else). At \$1.50 per load this makes it between \$5 and \$6 daily.

Dick Blanchard does not permit lining up for use of the machine. Attendant will take quarters and garments, run the load

and call the customer when ready. Have had as many as five loads ahead of the unit. Have had three on hand at night to be run first thing in the morning.

Pattern of use closely follows that of the laundry washers, "dead in the morning, slow on Thursdays, heavy throughout the weekends and evenings."

Very little trouble. Once a lot of kids' jackets had so many glued chevrons that when they came off, they covered the lint trap. A lot of solvent backed up and ran out on the floor behind the machine. Another time the complex of wires shook loose from vibration. The manufacturer cured this by mounting the wires on a separate panel not affected by vibration.

Mr. Blanchard does not believe coin-ops will work in hotels and motels, except in very large ones, perhaps. ("Who travels around with 8 pounds of clothing that doesn't need good finishing!")

He anticipates that five drycleaners to 20 laundry washers will become the profitable ratio when competition gets really tough. Believes every coin-op laundry without drycleaning units is in jeopardy of folding up.

in the drycleaning industry is: "Do we need coin-op drycleaning? Who says so?" What the drycleaner-speaker really means is, "Do we need coin-ops?"

The history of the entire coin vending evolution shows such a question is entirely irrelevant. The proper question is, "Does the public feel it needs coin-op drycleaning?" If the public does, then the drycleaner might just as well join the dispensers of cigarettes, candy, hot food, sandwiches, baked goods, ice cream, soft drinks, insurance, magazines and laundry, in learning to live with coin-ops.

Coin-operated self-service is not a new threat on the retailing or service

horizon. The first Horn & Hardart Automat cafeteria opened in Philadelphia in 1907 and in New York in 1912. Automats have prospered, but the personal service-type restaurant hasn't done badly, either. A greater percentage of people eat out than ever before, and eat out more often.

Before the end of 1961 there will probably be a minimum of 20 different coin-operated cleaning units. Half will be offered by machinery manufacturers who have been supplying traditional equipment to the field for years.

It is a mistake to think of coin-op drycleaning as a single monolithic development that you can describe in a few words and say "Here it is." Before



"This is our de luxe coin-op unit."



"What d'you mean, you're in a hurry?"



"You bought it just to worry our competitors!?"

it even gets off the ground, coin-op drycleaning already has more variations in the development than the laundry coin-op business has evolved in two decades.

Right now we visualize the 8-pound machine that resembles a laundry coin-op unit. Depending on location, this will be installed singly, in pairs or trios, or in banks of eight. They have been recommended for every type of drycleaning or laundry sales outlet except a truck. For that matter, we can even visualize a bobtail like the old-time scissor grinder driving slowly around the streets ringing a cowbell to call attention to his truck-mounted drycleaning unit that will clean the contents of your closet right at curbside.

In addition, we have big cleaning units convertible from plant production to coin operation. We have a unit testing that is said to be a combination laundry and drycleaning washer. Coin-op controls are reported impending for use on almost any small hot-type synthetic units.

Coin-op finishing is just appearing in the laundry field, yet coin-op finish-

Dr. Lyle's Conclusions

"In summary, let me say that I believe:

"1. Coin-operated drycleaning is here to stay, if it can make a fair profit to the business investor.

"2. There was a great deal of evidence that the majority of articles I saw cleaned in the coin-op drycleaning machines were articles that probably would not have been sent to the commercial drycleaner.

"3. There was no evidence that the coin-op customers I observed planned to use this service to the exclusion of using or patronizing the commercial drycleaner.

"4. There is evidence that the type of service the coin-op customer is receiving cannot be compared with commercial drycleaning services, particularly from the standpoint of appearance."

—DR. DOROTHY SIEGERT LYLE, speaking on "The Consumer Looks at Coin-Op Drycleaning" at NID convention, Philadelphia

ing equipment has already been shown at the NID convention in Philadelphia.

There was a coin-op steaming and drying cabinet.

There were coin-op "cleaning units" where coins are inserted in a tumbler. The garments are placed in a hopper alongside, flashing a warning light behind the tumbler. An attendant removes the garments from behind, cleans them with a comparatively short run in a standard cold-type cleaning unit. They are then placed in the tumbler "reserved" by the customer's coins, where they run until dry. The customer removes the garments from the tumbler. The attendant therefore never comes in contact with the customer; in fact, he may not even be seen behind the bank of tumblers.

Also shown at Philadelphia was a set of lockers in which the customer deposits garments. Feeding in coins closes the locker and flashes the warning light behind. From there the attendant runs the 8-pound loads through standard hot-type cleaning machines and returns the garments on

hangers to their respective lockers within 45 minutes. This is another method of combining coin operation with a drycleaner's existing equipment.

We have coin-op marking, and coin-op drop stations. In fact, coin-op receiving and delivery lockers (Valeteria) appeared in the drycleaning industry as far back as 1951. They may be back again under stringent minimum wage legislation.

Therefore, when one says, "What shall we do about coin-ops?" the problem must be analyzed further. This analysis is needed regardless of whether one is for 'em or agin 'em. If you are agin 'em, where are coin-ops hurting you? Is your quality too poor to invite comparison with coin-op cleaning? Are your prices out of line for the middle or lower income market? Are you inconveniently located, regardless of type of service? Is your service slow or undependable? Are personnel relations with customers cordial and helpful, especially if you are hurting more in one outlet than in others?

Before one blames his woes on new

coin-op competition, before you dash out and buy a coin-op deal to fight fire with fire, check your own operation. Might be *any* new competition would have been too rough.

The last drastic upheaval in the drycleaning industry comparable to what is likely to ensue in the next decade occurred with the advent of the 39-cent cleaner in the Thirties. Specifically, final nullification of the NRA Code Authority's right to fix prices put the skids under a large segment of the industry. The threat was the same as now: cheap cleaning of a quality acceptable to many people. In the depression years, this appealed to so many people that cleaning poundage took a sharp rise. Many thousands of families learned the value and importance of drycleaning for the first time through the 39-cent cleaner of the early Thirties.

The older plants that survived in those years were the plants that: (1) gave value for the price charged, whether 39 cents or \$1.50; (2) stepped up their service; (3) streamlined their equipment and layout; and, (4) merchandised "like crazy."



CHAPTER TWO

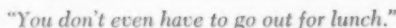
IS THE COIN-OP BEAUTY OR BEAST?

THE PUBLIC does not yet see coin-op drycleaning as a threat to the professional drycleaner. Your customers think it is a new development *within* the industry. It's good business for professional drycleaners to keep it that way.

Drycleaners cannot hope to keep this new enterprise within the confines of the present industry. There already are too many mass-production appliance firms committed to large coin-op programs for the present drycleaners to absorb more than initial production for a year or two at most.

Therefore it behooves professional

Finishing equipment in a self-service operation must be so protected that small children cannot possibly contact superheated parts. Steam lines, return lines and traps must be heavily insulated, not only to the underside of the table or entrance to a steam box but wherever exposed. In the case of puffers the insulation should extend up to the heads, and even on the undersides of the heads. Shiny puffer





"I just love pigment prints."

heads and press heads will have a morbid and dangerous attraction to small youngsters.

With all such precaution it will still be advisable to fence off the finishing equipment and prohibit all children from going inside the fence. A proprietor can be held liable for injuries, despite all reasonable safeguards provided, if the injured can prove negligence of any kind. This involves the same legal principle as holding the owner of a private swimming pool liable if a child trespasses, falls in and drowns. Legally the swimming pool is held an "attractive nuisance." Self-service equipment is in a like class.

Coin-op equipment manufacturers face a dilemma in California that has not yet been resolved. The California State Drycleaning Law requires that the operator of a drycleaning unit be a licensed drycleaner, examined and approved by the State Board. However, this requirement is to assure the public of competent technical skill on the drycleaner's part. When the public itself becomes the operator, technical skill seems irrelevant.

Licensing may be problem

Paramount question then is, should coin-op equipment be required to be attended at all times? Should the attendant be required to be licensed in any degree? It is already assumed, in

California, that the person maintaining the coin-op equipment should be examined and licensed. The answer is "Yes," in California.

In terms of zoning, licensing and taxing, we can expect that coin-op drycleaning units will be almost universally classed as independent package plants.

There is a widespread feeling that the plants to be hurt worst by the coin-op development will be the low-price cash-and-carry operations. We only partially agree. Those with definitely poor quality cleaning will suffer badly, as will poor quality plants in all brackets.

But there are still big low-price chain operations that turn out a very good quality of *drycleaning*. Their finishing is admittedly inferior. But the low-income customer may yet be slow to switch to coin-op and self-service, if she can get a complete job for a little bit more.

Don't write off the low-price chain operation at this stage of the game!

Also, the concern is great that so many woolens and heavy-fabric items will find their way to the coin-op. We look for dresses, sport shirts and other "silks" to hit the coin-ops, too. Women hate to press their menfolks' suits, but they have been touching up their own apparel for centuries.

The price for coin-op cleaning is going to loom ever larger as the critical factor. Several plantowners with experimental units have expressed the

opinion that \$2 a load will be the price necessary to produce a good return on the investment in coin-ops.

Question is, will widespread competition keep the prevailing price to \$1.50? The answer is probably "Yes." Based on one operator's experience, it would require operation at 50 percent capacity to have a location pay off. This is for 14 hours per day, attended operation.

In coin-operated laundries attendants have rarely been of high caliber. They often are elderly persons on Social Security, content to "stand guard" for the meager \$1,200 yearly allowed by Government regulation.

But proprietors are faced with a dilemma in staffing the drycleaning coin-op. They can leave it entirely unattended, and thereby incur no direct responsibility if a customer ruins a garment. This is quite satisfactory in the many places where an unattended operation is practical, either because of continuous exposure to traffic, or because of a good neighborhood with a high level of civic morality.

However, there are countless self-service locations that *have* to be attended to "keep them in one piece." This presents another dilemma. Either the attendant's attitude has to be, "Lady, I ain't responsible for nothin' nohow," or else the attendant has to learn to be "discreetly helpful," as one plantowner has put it.

Attended coin-op service is the professional drycleaner's great opportu-



The attendant has to learn to be "discreetly helpful"

ity to capitalize on the whole coin-op development!

Person-to-person selling is still the most effective means of obtaining new drycleaning volume that is likely to stay with you. The attendant of the coin-op has a better opportunity to "work on" customers than either a call-office salesgirl or a routeman. In many instances the customer is waiting for a load to run and is open to conversational approach by the attendant. Often the customer may make the sales opportunity in the first place by asking for advice about garments to be cleaned.

The question of advice is important. When coin-ops are plentiful enough so customers can choose between attended and unattended ones, they are likely to use the former whenever they have a question about the cleanability of a garment. This will be especially true if the coin-op attendant has the reputation of being quite helpful.

So when cleaning coin-ops get in competition with each other to the degree prevailing among laundry coin-ops, the key to successful drycleaning coin-op operation is going to be the attendant.

The coin-op attendant needs to be more informed and discriminating about fabrics and serviceability than a marker. In traditional-type operation, the sales personnel and the markers are usually protected in their judgments by the drycleaner's classification inspections. In the coin-op, the attendant is on her own. More about this in the chapter on merchandising.

All this stress on the need of attendance suggests coin-op "supermarkets" or textile maintenance centers of a size to warrant high-caliber help on the scene. Additional services have already been suggested by several sources. These include sewing equipment, with or without a seamstress or alterations lady; special laundry washers for dyeing; the sale of sewing supplies, possibly through a coin vending unit, etc.

Such a supermarket, under the same roof as a modern efficient package drycleaning plant and shirt laundry, could justify a large piece of real estate on a good highway location. The combined parking area could not only invite traffic to all facilities, but provide high visibility from the highway for dramatic promotional displays.

The impact would be somewhat similar to Howard Johnson restaurants going into the motel business, also.



CHAPTER THREE

A WORD ABOUT

ONE OBSERVER of the Llewellyn experiment in clean-only at Louisville, Kentucky, was commenting on the considerable criticism among cleaners for "cheapening the market."

"Darned if I can see what all the fuss is about," he stated. "Every one of us has set up one or more competitors in business by wholesaling his drycleaning when he was getting started. I can't see where clean-only or clean-and-steam is any more vicious than that. And you don't pay any bobtail a commission on it!"

It has been estimated that the average person has at least 25 items in his or her wardrobe and furnishings that could, or should, be drycleaned. The household of an average family of four can produce upwards of 100 items that ought to make at least occasional trips to the drycleaner's. This includes coveralls in the car or basement and the old pea jacket still used for hunting, the hair oil-laden crocheted scarf on the back of the sofa, and the big pillow to raise Junior up on a chair at the dining room table, the dusty tapestry curtain in front of the what-not shelves and the college pennants on Sonny's bedroom wall (if the letters are sewed on).

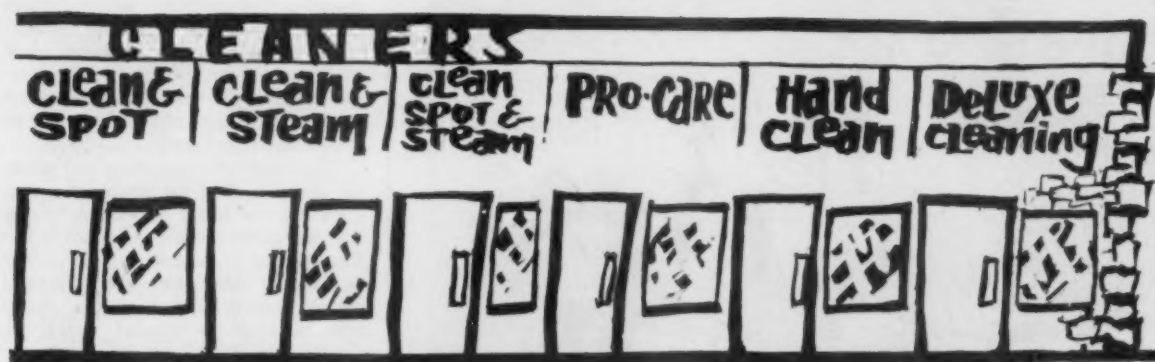
So how much of this are you getting now? Sure, it *has* to be "cheap cleaning"! Would you rather do this stuff on clean-only, or do wholesale work

for bobtails? Do you have a choice?

Ray Vermeers, president of NID, is still going strong on his clean-only and clean-and-steam services at Paris Cleaners, Spokane, Washington. These are offered in conjunction with a standard drycleaning service and a deluxe service. They provide a complete range of services with prices based on reasonable cost involved in each. It is his conviction that selling a choice of service will give the smart drycleaners a much deeper penetration into the potential market than ever before attained.

In reporting their steam-only and steam-and-clean experience to NID's 49th Annual Convention, Mrs. Vermeers stated: "We found that garments came in for about five different reasons: (1) We received clothing that was to be given away or put in a rummage sale; (2) we received clothing destined to be made over; (3) mothers of boys in service had civilian clothes cleaned and put in storage; (4) many people who plain couldn't afford *any* drycleaning used this *face-saving* service; (5) an old man who had never had *anything* drycleaned before (there may have been others)."

By now the consensus of those cleaners who've tried it is that clean-only and clean-and-steam won't sell on a pound basis. They have to be sold by the piece. The piece prices



CLEAN-ONLY AND CLEAN-AND-STEAM

must be scaled according to the work done on the average garment in each class.

Psychologically, customers react unfavorably to the term "by the pound." Even though it is their second- or third-best clothes that are involved, there is something too impersonal about weighing out garments like lunch meat. It is possible that boxes such as are used in box storage, or bags similar to the laundries' Bag-O-Wash, might catch on better for clean-only by the pound.

Terms with sales appeal

Care must be used in the terms used for these basic services. "Rough dry" sounds rough. "Fluff dry" is reminiscent of the laundry, suggests water washing. "Freshen-up service" is cheerfully descriptive, while the term "closet special" is a powerfully suggestive one for getting customers to examine their closets. A Tennessee cleaner whimsically suggests calling clean-only the "Back-of-the-Closet Special, to freshen your hungover clothes!" As alternative to the last he might substitute "to perk up your wallflower suits and dresses."

Moth control can be the dominant theme of clean-only advertising for these seldom-seen garments. The pitch is that moths breed in garments

that remain in the closet uncleaned, not in those garments that are worn and cleaned often. Thus single uncleaned pieces in the closet or bureau drawer endanger all the rest of the garments. "Why take chances, Mrs. Jones?"

Clean-only has not been successful for Ed Mall, who has tried it for well over a year at Llewellyn Laundry & Cleaners, Louisville, Kentucky. Called "Scotch Kleen," it was promoted heavily over a long period. Volume still doesn't average over \$50 per week, which is approximately 250 pounds of garments.

Mr. Mall is now convinced that he could build volume if he were to price by the piece, especially if he would give quick service. However, he is concerned about customer attitudes toward his quality, the minute he might blur the distinction between a partial service and Llewellyn's regular high quality service.

The basic problem, however, Ed Mall believes, is that "we do not now get the kids' clothing. If we got them in the volume the industry thinks it should, a family with three or four kids would average \$20 a week for drycleaning at present all-finished prices. How much kids' stuff are you cleaning this winter?" asks Ed.

The "closet special," a clean-only plus clean-and-steam service put on by

Clean-Only in Columbus

Ross Econo-Clean Service, Columbus, Ohio, is an activated store staffed by only three employees.

The customer pays in advance, makes out an invoice showing what service is desired for each garment. Choices are clean-only, clean-and-spot, or complete service. One employee pre-assembles, prespots, drycleans and spots. Another is the finisher. The third, who manages the store, also checks out garments from finishing to assembly, where the customers pick up their orders. Customers can bag their own garments if they desire.

Mr. Ross states clean-only runs 5 percent of volume, clean-and-spot another 5 percent, and complete service 90 percent.



"A shorter tumbling cycle would step up your finishing production."

Fleet Cleaners of Kansas City, Missouri, as an off-season special, was reported in the November issue of this magazine. Burrill Gottry has since repeated only the clean-and-steam service during the slow winter season. It again added about one-third dollar volume to his normal off-season volume, with apparently little switching from clean-and-press to the streamlined service.

His pricing is by the piece. Prices vary in their ratio to full-finished prices on each type of garment according to the minimum amount of "steaming" necessary to make such a garment wearable. That is, a suit runs \$1 against \$1.35, whereas a blanket is 50 cents against \$1.49 regular full-finish price.

Mr. Gottry did not repeat the clean-only phase of the closet special because he found very little demand for it. He is not sure whether the lack of quick service was a factor in this or not. Few winter garments or blankets show up in the winter closet special, although they predominated in the summer special. Since some coin-op drycleaners report they are getting these items even in the winter season, it would indicate that fast service is a vital factor.

Sell-up opportunities

The clean-only and the clean-and-steam bundles can provide route salesmen and store salesgirls with a superb opportunity to "sell up." They should never accept a bundle blindly, but

should examine it in the presence of the customer. By pointing out that certain garments really ought to be fully finished, spotted, wetcleaned or repaired, they stress the important but often subtle differences between the skeletal services and complete service. They prevent the customer from expecting perfect cleaning on stained

garments and from condemning all of the plant's quality on a basis of tough spots remaining on clean-only work.

By listening to the customers' comments as they go over pieces in a bundle salespeople can learn of other items around the house that ought to be added to the bundle.

The clean-only and clean-and-steam services are ideal for getting the customer in the habit of sending pieces that she never considered sending before because of the cost.

Consider how often the routeman returns empty-handed to the truck, after making his regular weekly or semiweekly call on a customer. Wouldn't he be better off if, rather than getting nothing at all, he got a \$1.52 clean-only order, just because he asked, "How about our 'freshen up service' today, Mrs. Jones? It's wonderful for sprucing up the coveralls, hunting clothes and dog blankets. After we freshen them up you won't mind how long they hang around in the closet or cupboards until you need them again!"

Once a customer is in the habit of regularly bundling up her rough cleaning for the freshen-up service, a good salesman or salesgirl ought to be able with discretion to get pieces extracted frequently from such bundles for the full service.

Clean-only can be a potent weapon in the hands of a sharp-selling outfit!



"This is the closest you've ever come to being late, John."

Public Needs Educating To Clean-and-Steam

"Why didn't we do better in clean & steam? People were afraid of it. They just didn't know what to expect. Ninety-nine percent thought they had to do the actual cleaning themselves. So we ran this ad, [that] spelled out the procedure in detail.

"During the fifth week we ran this ad: 'Any one item cleaned free of charge.' This did the trick. We did over 2,000 garments that week. We were convinced that you can't even give away clean & steam, unless the public is educated to it.

"Clean & steam has not hurt us. We feel it has probably helped our custom service. Total volume for the last six months of 1960, including clean & steam but excluding coin-op laundry, is 5 percent ahead of 1959. We are sure that 70 percent of clean & steam business is from new customers. We average between \$700 and \$800 in our coin-op laundry and clean & steam combined. Leveled off at \$1,000 per week, this will be a very profitable operation.

"We are building a super service center of 6,000 square feet. We will have a custom cleaning service, shirt laundry, coin-op laundry, clean & steam, and coin-op cleaning plus ticket dispensers, so the coin-op customers can have any item steamed or pressed by the attendant. . . . Within two years customers will be so educated to these varied services that they will take full advantage of them all, according to their pocketbooks and needs."

—LINO BATTISTON, Battiston's Drycleaning, West Hartford, Connecticut, at NID convention, Philadelphia

CHAPTER FOUR



MINIMUM WAGE VERSUS SELF-SERVICE

A \$1.25 coverage for the
drycleaning industry could reduce our
labor force by at least one-third

APPEARANCE of coin-operated drycleaning equipment is extremely timely, in terms of vividly revealing the conflicting elements of minimum wage legislation.

The facts are as simple as this. If the drycleaning industry is finally included under Federal minimum wage coverage, installation of coin-op equipment or other self-service alternatives will be accelerated. This added impetus would be moderate if the minimum wage remained at \$1. It would get closer to gale force the higher the minimum wage reached toward the threatened \$1.25.

Whatever minimum may be set, this trend toward self-service can be expected to be faster in the Southern states. Here minimum wage coverage of any kind can be expected to cause greater readjustment strains than over the rest of the country.

Another factor, which until now has been regarded rather casually, is the effect greatly increased leisure time is going to have on the volume of self-service done in hitherto professionally served fields. Legislative pressure is strong toward the 40-hour week, and ultimately the 35-hour

Continued on page 85

	1 Conn., Me., Mass., N. H., R. I., Vr.			2 N. J., N. Y., Pa.			3 Ill., Ind., Mich. Ohio, Wis.			4 Iowa, Kans., Minn., Mo., Neb., N. D., S. D.			5 Del., D.C., Fla., Ga., Md., N. C., S. C., Va., W. Va.		
WAGES	Min.	Max.	Av.	Min.	Max.	Av.	Min.	Max.	Av.	Min.	Max.	Av.	Min.	Max.	Av.
Markers .....	.96	1.34	1.13	.96	1.35	1.13	.88	1.29	1.07	.87	1.09	.96	.71	1.02	.87
Drycleaners	1.49	2.09	1.76	1.46	2.03	1.71	1.43	2.03	1.73	1.25	1.70	1.51	1.02	1.53	1.21
Silk Spotters	1.53	2.18	1.87	1.57	2.21	1.84	1.39	1.98	1.70	1.25	1.74	1.47	1.21	1.88	1.53
Wool Spotters	1.43	1.91	1.71	1.24	1.74	1.47	1.21	1.74	1.47	1.18	1.64	1.36	1.08	1.61	1.28
Silk Finishers	1.10	1.82	1.42	1.23	1.77	1.41	1.11	1.66	1.37	1.01	1.37	1.12	.92	1.36	1.11
Wool Finishers	1.25	2.04	1.57	1.32	2.00	1.58	1.19	1.92	1.58	1.05	1.59	1.26	.97	1.45	1.20
Seamstresses .....	.97	1.37	1.08	1.05	1.47	1.23	.98	1.35	1.15	.92	1.20	1.05	.84	1.13	.95
Inspectors	1.04	1.39	1.17	1.04	1.42	1.24	1.00	1.35	1.17	.94	1.26	1.03	.82	1.10	.94
Assemblers	1.02	1.31	1.11	1.01	1.34	1.17	.93	1.30	1.12	.91	1.21	.99	.77	1.01	.89
Baggers	1.02	1.15	1.08	.97	1.24	1.11	.92	1.26	1.10	.87	1.07	.91	.74	.99	.83

	6 Ala., Ky., Miss., Tenn.			7 Ark., La., Okla., Tex.			8 Ariz., Colo., Idaho, Mont., Nev., N.M., Utah, Wyo.			9 Calif., Ore., Wash.		
WAGES	Min.	Max.	Av.	Min.	Max.	Av.	Min.	Max.	Av.	Min.	Max.	Av.
Markers .....	.65	.78	.67	.64	.86	.74	.96	1.21	1.09	1.53	1.54	1.53
Drycleaners .....	.89	1.11	1.05	1.08	1.94	1.56	1.44	1.85	1.65	1.87	1.90	1.89
Silk Spotters .....	.85	1.28	1.02	1.03	1.73	1.33	1.46	1.94	1.60	2.05	2.09	2.08
Wool Spotters .....	.84	1.15	.96	1.03	1.69	1.33	1.36	1.83	1.50	1.96	1.99	1.96
Silk Finishers .....	.73	1.13	.81	.75	1.08	.90	1.10	1.46	1.29	1.81	1.97	1.93
Wool Finishers .....	.80	1.16	.87	.81	1.27	1.06	1.18	1.67	1.47	1.88	2.10	2.08
Seamstresses .....	.65	.75	.66	.66	.95	.80	1.04	1.29	1.17	1.66	1.74	1.72
Inspectors .....	.71	.82	.73	.70	.90	.79	1.00	1.27	1.14	1.53	1.61	1.54
Assemblers .....	.71	.79	.72	.70	.89	.78	.99	1.23	1.10	1.51	1.58	1.52
Baggers .....	.65	.75	.68	.67	.86	.75	.99	1.18	1.05	1.40	1.51	1.47

Fig. 1. Wage Survey as of October 1, 1958, is latest nationwide data available

Fig. 2. First column is average all wages in a plant, also averaged for the area. Second column shows how far below average wage the lowest wage falls. Third column gives the percentage of the average wage this span represents. Other columns are similar

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Sections	Average all wages	Differences from lowest wage	% of diff. from average wage	Difference from highest wage	% of diff. from average wage	Total span lowest to highest	% ratio total span to average
1—New England	\$1.39	\$0.31	22%	\$0.48	34%	\$0.79	56%
2—Mid-Atlantic	1.39	.29	21	.45	32	.74	53
3—Great Lakes (E. N. Central)	1.32	.25	19	.41	31	.66	50
4—Prairies (W. N. Central)	1.17	.26	22	.34	29	.60	51
5—South Atlantic	1.08	.25	23	.45	42	.70	65
6—TVA—Gulf (E. S. Central)	.82	.16	20	.23	28	.39	48
7—Oil—Cattle Land (W. S. Central)	1.00	.26	26	.56	56	.82	82
8—Mountain	1.31	.26	20	.34	26	.60	46
9—Pacific	1.77	.30	17	.31	18	.61	35
Nationwide Averages	\$1.25	\$0.26	21%	\$0.40	33%	\$0.66	54%

week. Sooner or later they'll come.

But there are emotional as well as monetary limits on how much formal recreation can be indulged in when the long weekend prevails as the normal thing. Many healthy people will trend toward self-service activities through sheer boredom. Wives will send husbands down to the coin-op laundry and drycleaning shop just to get them out from under foot, and not necessarily because it is more economical or practical.

Another angle to shorter weeks is that mandatory overtime rates above 40 or 35 hours will cause to become normal the practice of "moonlighting," or holding two jobs. From the plant-owner's viewpoint, if he has frequent overtime of unpredictable extent, he will hire part-timers to come in on an evening shift. As the regular working hours get ever shorter, these part-timers will increasingly come from competitor plants in the locality.

It may even become practical for employers to work out unofficial labor pools among themselves. That is, Jones Cleaners will work Monday night; Smith Cleaners operates its plant Wednesday night; Brown Cleaners needs help Friday night, etc. Anybody who wants extra work is welcome at any other plant on its operating night, at regular hourly wages. We aren't recommending this. We are just reporting what has already started to happen.

Some facts and figures

As an industry, we suffer from a lack of exact statistical data. There are only two practical ways to collect statistics in the drycleaning industry. One is through formal census by some nationwide agency, usually a government body. The other is from hearty cooperation by plantowners with NID, a legislative committee or an opinion polling agency (including a business publication).

Over the years the NID has expended considerable effort and time in striving to obtain statistics of various kinds that could effectively present the industry story. Cooperation in most surveys has left a great deal to be desired.

The best available statistics at present are for October 1958, published in the NID *Reporter* in August 1959 under the title of "Report on Wage and Price Survey." This was reprinted in the vital statistics section of THE NATIONAL CLEANER Guidebook in February 1960.

Figure 1 is a condensation of the wage section of this survey. The data were obtained from leading plantowners all over the country. Each report-

Continued on page 87

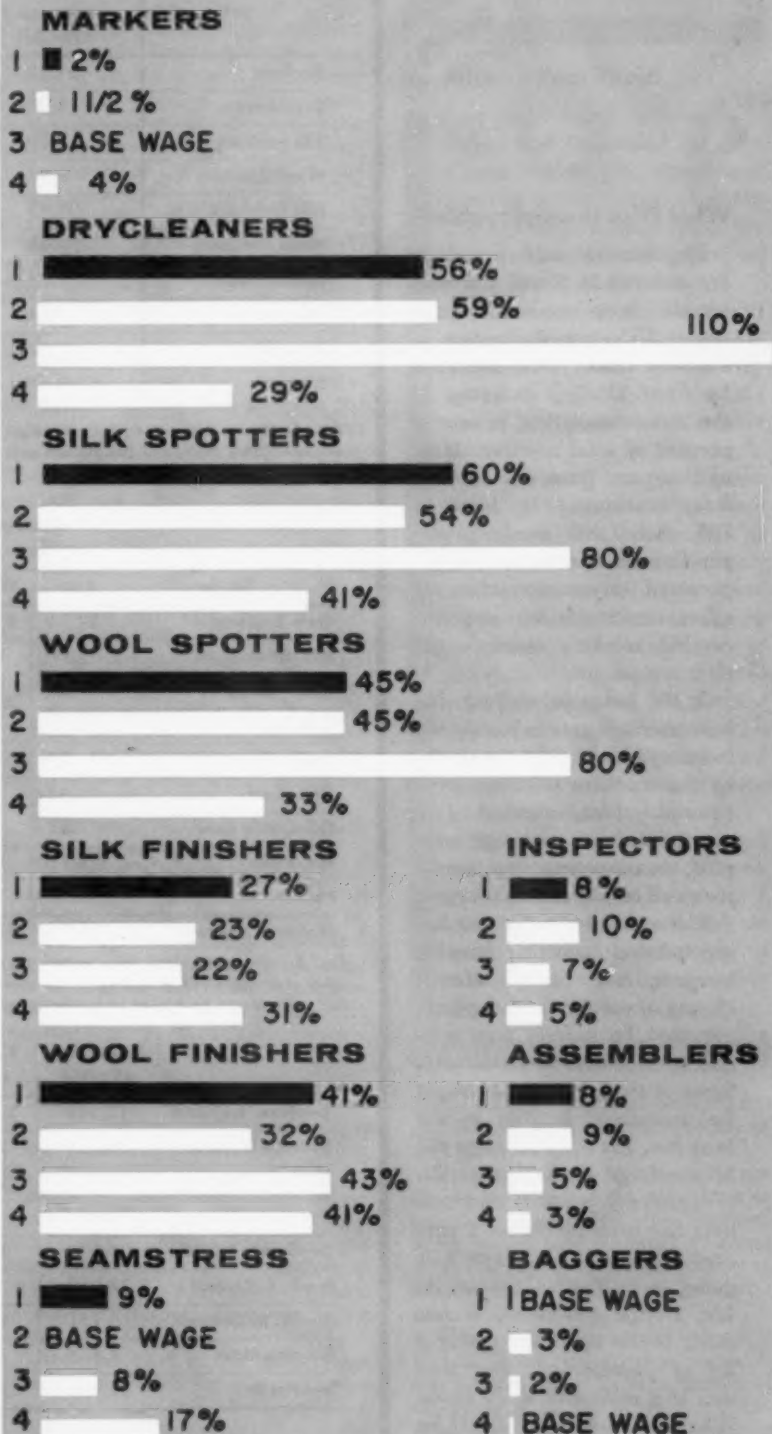


Fig. 3. What about wages for specific jobs? This bar graph compares the extremes with the nationwide averages. No. 1, the solid bar, is the nationwide average; 2 is for TVA-Gulf; 3 is Oil-Cattle Land; 4 is Pacific Coast. All percentages are in comparison with the base wage for that area (lowest average wage paid, which is not for the same job classification in all areas)

What Price Unemployables?

Drycleaners and laundries are covered in North Carolina by the state minimum wage set at 75 cents. Reduction in industry work force, reported by Fred Dodge, secretary of the state association, is over 6 percent of total workers. Most of these are from the laundry side, amounting to between 700 and 1,900 workers, depending on the season. Highs occurred in summer when no effort was made to carry unneeded workers through the slow season.

A big jump in welfare disbursements seems to justify the industry's claim that a majority of the workers released were unemployables, carried for charity reasons—over age, crippled, incompetent, but useful for small chores at token wages.

The minimum wage law has precipitated several laundry mergers, and caused abrupt closing of some marginal plants operated by elderly men who had no incentive to modernize. Some of the latter events might be considered healthy in the long run. Yet the shrinkage did help enlarge the welfare rolls.

Significant point is that volume has been up almost 2 percent while this shrinkage was going on in North Carolina. As Mr. Dodge comments, it has made better operators out of a lot of plantowners. But that was at a minimum of 75 cents. What a \$1 minimum would be likely to do in North Carolina is not hard to imagine!

An "agonizing reappraisal" of services offered and prices charged would certainly be in order.

Production Job	Highest average wage scale (Pacific)	Lowest average wage scale (TVA-Gulf)	Average wage (Nationwide)
Markers	\$1.53	\$0.67	\$1.02
Drycleaners	1.89	1.05	1.56
Silk Spotters	2.08	1.02	1.60
Wool Spotters	1.96	.96	1.45
Silk Finishers	1.93	.81	1.27
Wool Finishers	2.08	.87	1.41
Seamstresses	1.72	.66	1.09
Inspectors	1.54	.73	1.08
Assemblers	1.52	.72	1.08
Boggers	1.47	.68	1.00

Fig. 4. Shows the dollar-per-hour wages represented by the bar graph in Fig. 3, for the average (dark bar), and the highest and lowest areas according to average wages for each job classification.

Section	Average Low		Average Middle		Average Top	
	Price	Wage	Price	Wage	Price	Wage
New England	\$1.15	\$1.18	\$1.32	\$1.39	\$1.49	\$1.66
Mid-Atlantic	.97	1.18	1.34	1.39	1.77	1.46
Great Lakes	1.06	1.10	1.38	1.35	1.62	1.58
Prairies	1.02	1.02	1.33	1.17	1.60	1.39
South Atlantic	.83	.91	1.07	1.08	1.40	1.31
TVA-Gulf	.66	.75	.93	.82	1.07	.97
Oil-Cattle Land	.82	.81	1.07	1.00	1.17	1.22
Mountain	1.11	1.15	1.49	1.30	1.58	1.49
Pacific	.97	1.72	1.53	1.77	1.91	1.80
National Average	\$0.95	\$1.09	\$1.27	\$1.25	\$1.51	\$1.43

Fig. 5. Attempt to show some pattern of ratios between prices and wages. Tradition is that price of a man's suit should equal the average wage in the plant. Under "normal" conditions the wage would be higher in low-priced plants, the price higher in de luxe plants.

	Population (1,000)	\$ Volume (1,000)	\$ per capita	Average base price	Units per capita
1—New England	10,509	\$ 81,297	\$7.75	\$1.32	5.90
2—Mid-Atlantic	34,168	297,953	8.70	1.34	6.50
3—E. N. Central	36,225	299,727	8.30	1.38	6.00
4—W. N. Central	15,394	97,074	6.30	1.33	4.75
5—South Atlantic	25,972	184,678	7.10	1.07	6.65
6—E. S. Central	12,050	72,578	6.05	.93	6.50
7—W. S. Central	16,951	125,619	7.45	1.07	6.95
8—Mountain	6,855	44,608	6.50	1.49	4.35
9—Pacific	21,198	153,809	7.25	1.53	4.75
			\$7.25	\$1.25	5.80

Fig. 6. An attempt to find out what ratio, if any, there is between prices and volume. Dollar volume is divided by population, both as reported in the recent census. This gives dollar sales of drycleaning per capita per year. This is still meaningless because of the wide variation in prices. Therefore each per capita figure is divided by the average price for a man's suit in its area. The resulting figure we call "units per capita" because it represents not dollars but ratios. The ratios can only be approximate, because we are comparing volumes heavy in suits and overcoats with volumes heavy in slacks and sport shirts.

Continued from page 85
ed on wage and price conditions in his own locality. So these reports were not for single plants, but for conditions in each entire marketing area.

They are representative enough for us to draw some conclusions about the drycleaning industry wage picture. If any false picture is drawn, it probably involves the Southern states. Many interviews with individual plant-owners indicated that the wage levels have risen about 10 percent over the past two years, as they strain to close the gap before minimums are imposed. Since there has been considerably less upping of prices over the same period, management return in the South is reported in a squeeze.

What will minimum wage legislation be likely to do to the drycleaning industry?

What is the pattern of wages in the industry, for that matter? There are indications that it is not as standardized as we might believe.

Wage floors affect pattern

Have we any indication of what minimum wage floors do to the basic pattern? Union pressures come closest to creating wage floor changes as evidenced most strongly on the West Coast. Then, using the Coast experience as a guide, we see what is developing in the industrialized Eastern and Midwestern states.

The "nationwide averages" shown at the bottom of Fig. 2 are significant only as a pattern against which to compare the data from each of the geographical sections. Area 6, the East South Central or TVA-Gulf country, still shows what might be called the "old" pattern of free enterprise days. You will see that while the dollar-and-cents differentials between average, low and high wages are considerably below the nationwide averages, the percentages of difference are not far from average.

But in Area 6, the South Atlantic states, and Area 7, West South Central or Oil-Cattle Land, the pattern gets inflated at the top. There is plenty of raw unskilled labor available, but competition within the industry and from new industrial giants has pushed up the price for skilled labor. Hence, the spans of 65 percent and 82 percent between the average lowest wage and average highest wage in each of those two areas.

"Mature economies" prevail in the industrial Eastern and Central states, Areas 1 through 4. Here more intense competition for unskilled labor by

the mammoth assembly-line industries, plus stronger union activity, have forced up the bottom end of the wage scales. The patterns in these areas have returned to the original basic pattern still evident in TVA-Gulf country, although at a much higher dollar-and-cents level.

But that does not appear to be the end of it! West Coast union pressure, under the wage floor in particular, has been unrelenting. This has resulted in faster upward movement of the wage floor than of the resulting adjustments in the skilled classifications. The Pacific Coast, Area 9, shows a 35 percent smaller span between the average top and bottom wages than the nationwide average of 54 percent. This is also contrasted with the 52 percent wider-than-average span between markers' and cleaners' wages in the big Oil-Cattle Land of Area 7.

The price level for drycleaning has been consistently high on the West Coast since early post-World War II days. This has allowed the high wage levels to be established, or more accurately, high prices have been forced by successful union wage demands. But customer resistance has stiffened against further price increases. Increased labor costs can no longer be passed on to consumers.

Traditionally, if the bottom wage in a plant is raised (on other than a merit basis) all wages must be shuffled up a like amount. In the past it was generally believed that all increases were best made on a percentage basis. If the bottom wage went up 10 percent, say from 50 cents to 55 cents, then the top wage must be boosted from \$1.00 to \$1.10.

Wage gap widens

In an inflationary economy, it doesn't take long to widen the gap considerably, developing situations like that in the Oil-Cattle Land, where cleaners' wages are reported averaging more than double the seamstress's wages, which are at the bottom in that area. At this rate one can envision a time not far off when top wages could triple base rates!

Now the trend in this industry appears to be toward flat increases across the board of so many cents per hour. This tendency grows as wage scales bump ever tighter against price levels that the public will accept.

Therefore, inclusion in Federal minimum wage legislation for the drycleaning industry could be expected to create a wage scale pattern shifting from the traditional basic pattern

Prices a Poor Third!

A price trend bulletin published last December by John Carruthers & Co. points out (among other things) that the average drycleaning price has increased only 49.6 percent since March 1942.

In comparison the Bureau of Labor Statistics' nationwide Consumer Price Index, adjusted to a 1942 base, shows a rise of 81.6 percent in the same period.

Drycleaning wages in the State of Massachusetts, where the Carruthers head office is located, have jumped 219.6 percent in the same 18-year span. It is possible that employee productivity, through new equipment and improved methods, has increased 100 percent since the start of World War II. If so, this would mean real wages have still increased twice as fast as prices.

Since the drycleaner's payroll runs between 40 and 50 percent, prices ought to go up 1 cent for every 2-cent rise in average wages—but only if there is no increase in other costs of doing business.

with a 50 percent spread between top and bottom, to the Pacific pattern of a 35 percent span.

If the Federal minimum wage should be raised at the same time as coverage is extended, the Southern states would have to swing to something resembling the Pacific pattern as a sheer course of necessity, a matter of survival.

Take a look at the second column of Fig. 5. Those are average wages in the low-pay shops in each section of the country. So far as we can determine they include about 20 percent of the plants in each community. Now, assume that during the past two years these plants have brought their bottom wages up to what was their average wage in 1958.

If a dollar minimum were established in the drycleaning industry, the

low-pay boys in Area 6 would have to raise wages 25 cents per hour per employee. In Area 7 it would be 19 cents per hour, and in Area 5 it would be 9 cents per hour. In the first instance that would force a one-third hike in payroll cost.

In the fourth column, the average wage figures shown are probably paid by 60 to 70 percent of the plants in an area. TVA-Gulf plants would still be strained by a \$1 minimum in this group, requiring a boost of 18 cents per hour, or 22 percent of payroll.

Lest we be misunderstood as depicting the TVA-Gulf area inhabited by "bloodsucking Scrooges," these low wages are not so widely out of line as they appear to be. Consider, for instance, that the TVA area leads the country in quantity of electrically powered gadgets in the home—air conditioners, deep freezes, electric cooking and heating appliances, etc. Cheap power invited this condition, it is true. But the low wages paid in the TVA-Gulf area *still* had enough cushion in them to pay for all those electrical

gadgets! And what's more, at Yankee prices!

If Congress slapped a \$1.25 minimum on this industry we could easily lose most of the present low-wage segment of plants in a very few months. That would be if the industry continued in its traditional pattern. What would be more likely, of course, is a precipitate rush to steam-and-clean, coin-op drycleaning and finishing, or a combination of both. It would be no exaggeration to expect a third of the industry, at least, to make such a move



CHAPTER FIVE

TRADE 100-WATT LAMPS FOR 15-WATT LAMPS

"IN THE PAST the man who succeeded in business . . . made the right decision on the basis of very little data. There is no reason this individual will make the best administrator where he can get a great mass of detailed information at the press of a button."—John Diebold, automation engineer.

Drycleaners are getting closer to that button every day. CPA's now have access to statistical equipment that makes it practical to pick out all kinds of sales and production figures

promptly in the face of a \$1.25 minimum wage.

The irony of this particular situation is that not only would the "unemployables" get squeezed out, as usually happens under minimum wage legislation. The effective labor force itself would go through the wringer, including a large segment of the already highly paid skilled workers!

We do not anticipate a \$1.25 minimum for the drycleaning industry. We do anticipate need for prompt and wholehearted backing of NID in

its efforts to present the industry's case before Congress. Once told is never enough, for there are always new Congressmen to educate and new pressures to meet.

Wages were referred to as bumping the practical price ceilings, established by customer resistance. The figures at the bottom of the third and fourth columns in Fig. 5 represent what has been considered the normal situation over the years. That is, the average hourly wage in the plant should equal the base price for cleaning a man's

suit. So a price of \$1.27 and a wage of \$1.25 are strictly according to Hoyle.

But the Pacific wage pattern has broken up this balance. Average wages were 24 cents ahead of average prices. A glance into the fifth and sixth column for Area 9 would suggest that the Pacific cleaners have to depend on their de luxe services to make any kind of a profit.

Promoting de luxe service will be ever more important in the years to come!

Learn The Whole Tune!

Coin-op and clean-only can have a good stabilizing effect on price structures. They'll cut into the "gravity" items that in the past have supplied the cushion for price cutting across the board. What's left had better be priced for profit, or else.

Some businessmen know their P&L statements like a popular tune. They can quote only one part, like the first two lines of the melody, repeated over and over. Operating statements should be worked over from end to end every time, like plowing a field. It helps keep the plantowner from getting one-sided, and the plant from covering a bad department with good ones.

that were unobtainable in the past. But the drycleaner can't take advantage of it, unless he is ready.

Charley Riggott and Jerry Nicklaw of the NID have been pounding away on a point that pops up sooner or later in discussion with every engineer we've met who services or has serviced drycleaning plants. Namely, 99 4/100 of the plants who SOS an engineer have no idea what their true financial situation is. Very often they are "broke and don't know it"! They have no accurate knowledge of which stores, which routes, which services are profitable and which are not.

A not-so-extreme example of plantowner indifference to existing means of improving plant operation is recounted by a methods engineer. For three days he unsuccessfully tried to arrange his initial exploratory interview with the drycleaner, while the latter was out on the golf course fol-

lowing a tournament. This despite the fact the engineer had been called in by appointment in the first place.

Often the first major step in engineering is to lop off a sizable chunk of volume that is too expensive to obtain or produce. The resultant drastic shrinkage in total volume produces a true profit for the first time in years for a plantowner who has frequently lived on depreciation alone.

No drycleaner can safely enter into this coin-op era not knowing his costs. Services, prices and cost distribution are going to become complex. Even in mom-n-pop plants, no plantowner will dare tap the till until after a careful look at his true P & L statement at the end of the week or month. A sprouting of specialty cleaning and sidelines will further complicate the cost picture in many drycleaning plants.

Several factors prevent sound accounting and costing in the dryclean-

ing field. One is an unrealistic attitude toward cost of accounting service. The cleaner needs to consider it a utility, like electric power or telephone service. In fact, electric power provides an apt analogy, for the cleaner should no more go about plant operations without clearly seeing the costs involved than he would walk in his plant without proper physical illumination.

Continuing this analogy, too many cleaners scrimp with 15-watt accounting lamps where they need 100-watt lamps. They pay \$10 to \$25 a month for a statement of income, expenses and "profit." Period! This they could figure themselves on the back of an envelope. But do they *know* how much solvent was used per 100 pounds of clothes this February, as against last February, or last October? Do they *know* whether they did more blankets at 75 cents in the August special this year than they did all last year at \$1.25?

Drycleaning accounting is different

Drycleaning cost accounting is not very difficult, compared with many other types of business, particularly those where large inventories turn over rapidly while the prices rise and fall like kites.

But the pattern of drycleaning accounting, or all textile maintenance accounting, for that matter, differs

from most other service businesses in the quantity and complexity of production costs. The average CPA strives to lump drycleaners, laundries and rug cleaners in with hotels, motels, restaurants, service stations, garages, etc. To fit them all into whatever standard cost breakdowns the

CPA chooses to set up, the various categories have to be extremely broad. This means the spotter, silk finisher and bagger are lumped in similar categories with motel maids, garage mechanics and tree surgeons. It's impossible to pick out cost figures from such broad account headings to show com-

parative costs of clean-and-steam to full-finish service on the same garments. Or coin-op cleaning in contrast to either of them.

So, on his costs the cleaner has to resort to "educated guesses." Such guesses almost invariably overlook such imponderables as idle equip-

Costing Standards for Coin-Op Drycleaning

What does coin-op drycleaning cost an investor? And therefore, what's the profit? Who knows yet?

Boy, this sounds like old times, before uniform accounting came to the textile maintenance industries. We hear cost figures per load all the way from 35 cents to \$1.60. But machines and methods just can't be that diverse. Obviously, very few cost figures are being based on similar factors. It's going to be quite a while before we can be sure we are all speaking the same language.

It is probable that the National Accounting Council for the Textile Maintenance Industries will have to set up separate classifications for coin-op installations.

This is in contrast to those for regular professional drycleaning and family laundry operations.

All the following classifications should be considered in connection with coin-op drycleaning, to establish a fair, realistic cost and profit picture.

Productive Labor—Wages. This covers wages connected with routine servicing of the equipment, adding supplies, removing muck, checking operation, etc.

Productive Labor—Expenses. Travel expenses for serviceman, cost of uniform, if any.

Productive Supplies. Includes solvent, soap, filter powder, sweetener powder, activated carbon, water and water softener. Hangers, if supplied.

Power Expense. Purchased power, depreciation on special circuitry, circuit maintenance. Steam, air or vacuum equipment and maintenance, prorated on a demand basis. Heating and air-conditioning equipment and expense, also.

Building—Rent or Depreciation. Prorate not only the actual space occupied by the cleaning units, but also traffic ways around them and part of customer lounge area. Depreciation includes cost of special partitions, ducting, fans or blowers, extra flooring or

flooring supports. Real estate taxes and insurance.

Building—Repairs and Maintenance.

Equipment Expense. Depreciation on drycleaning equipment, including full cost of installation. Include cost of separate sniffer and stripper, if necessary. Wages for preventative maintenance and repairs, cost of outside repair work. Insurance and personal property taxes.

Indirect Overhead — Labor. Includes wages of janitor, travel expense if he divides time between two or more facilities, all janitorial supplies, prorated in proportion to amount of space pertaining to coin-op drycleaning equipment.

Indirect Overhead — Superintendence. Share of wages, travel and expenses in direct supervision of the coin-op cleaning operation.

Indirect Overhead—Expenses. Miscellaneous supplies, liability insurance, bailee insurance, workmen's compensation insurance, payroll taxes, vacation wages.

Sales and Distribution Expense. Attendants' wages and/or commissions, telephone, prorated share of institutional advertising and promotion, major share of coin-op cleaning promotion.

Advertising and Sales Promotion. Prorated share of institutional advertising and promotion, major share of coin-op cleaning promotion. Prorated share of sales or advertising manager's salary and expenses.

Claims.

Administrative Expense. Prorata office expense, prorata cost of collecting from coin machines and providing coins.

Executive Salaries. This includes not only compensation for current management but also "development cost" incurred in planning the original installation or subsequent modifications. Executive salaries of 6 percent of gross coin-op cleaning sales should

be the minimum charged against this.

That's a pretty comprehensive list of costs, practically the same as for a full-fledged drycleaning package plant. And that's just exactly what a coin-op operation is, a full-fledged plant.

Estimating costs along these lines will discourage some prospective users of coin-op equipment. Actually it will force them to be realistic. It is a mistake to say, "We won't count the attendant's wages, because she has to be in the coin-op laundry (or the call office), anyway; we had the space already." If you have some space and attendant's time to spare, then the original facility (coin-op laundry or call office) is being charged now with disproportionately heavy costs. So your primary question is how best to utilize the extra space and labor.

Then one decides whether the cleaning unit, or a repair department, or posting invoices would most profitably make use of the space and labor. With all costs counted, it may prove smarter to rent the space out instead of using it oneself!

Accurate cost accounting has an opposite effect, also, of showing where spreading expenses over a coin-op cleaning setup will reduce the load on other affiliated operations. This may in turn make the latter profitable if they are marginal, or more profitable than hitherto if already in the black.

This may sound like just another version of "We won't count idle wages, space, etc." But with sound accounting we can be sure that each operation is paying its own way, and that some lame duck isn't being carried by a healthy one, without our realizing it. Then it won't be necessary, as suggested earlier in this chapter, for some engineer or CPA to point out eventually that if we threw out our lame duck completely, we could make a profit, or make a much bigger profit.

Such accounting also assures that we have a completely accurate picture from the start. Then, if we later expand a drycleaning coin-op installation, the expansion will not be determined by a false profit picture.

ment time, holiday pay, bailee insurance, local lighting, storage space, etc. Yet, if a cleaner were considering starting, or abandoning, a clean-only service, for instance, all of those items just mentioned might well be involved.

Uniform accounting classification

The drycleaner is best off with an accountant who uses the Uniform Accounting Classification system developed for the textile maintenance industries. Not only is it tailor-made for him; it enables any drycleaner to compare costs with any other cleaner in the country and with average industry costs. He can be reasonably certain both sets of cost figures are based on the same type of records and cover the same items.

It will be a tremendous step forward in the drycleaning industry when the large majority of drycleaners are on the uniform account classifications. Then a cleaner will be able to know how he did, weekly perhaps, but certainly monthly, compared to the rest of the industry; in his city, if it is large; in the state; his section; and the country. This is not too fantastic to hope for.

A local CPA resists using the uniform account classifications for the textile maintenance industries because it is easier for him, and therefore less costly to him, to force the drycleaner's costs into the CPA's own general system of account classifications. The drycleaner generally does not insist on these account classifications designed especially for him, because he isn't always sure why they are arranged as they are, or what to do with the results when he gets them.

But a great many CPA's over the country have installed the uniform account classifications. Printed here is a list of 225 accounting firms located all over the country who already have an admirable record of cooperating with the National Accounting Council for the Textile Maintenance Industries. There are many more who for various reasons were not listed at this time. The roster swells larger every year. This list is printed through the courtesy of the American Institute of Laundering (pages 92 and 93).

If your accounting firm can be persuaded to shift your plant to the uniform account classifications, the nearest of these firms listed will be more than glad to advise him in getting them set up. Especially helpful will be the NID, the AIL, or the firms of John Carruthers and Company, J. R. Wilson and Company and M. R. Weiser and Company, at the addresses shown.



"I can't see why the engineer said record keeping should be a full-time job!"

Or it is probable that a mail accounting arrangement could be worked out with almost any of the firms listed. Because they already have experience with uniform account classifications, a lengthy preliminary would not be necessary. They would already understand your problems, and what you'd be trying to achieve with your cost records.

So, getting back to our observation

at the beginning of this chapter, cleaners who are in trouble don't usually know it until too late. Before plunging into coin-op service, clean-only or clean-and-steam, why not get set up with uniform account classifications so you know where you are as of now? Might be that just a rigorous tightening up of your present setup is what you *really* need to meet the new competition.

Participating Specialists—Members of National Accounting Council for Textile Maintenance Industries

John Carruthers and Company
909 Little Building
Boston, Massachusetts

M. R. Weiser and Company
30 East 40th Street
New York 16, New York

J. R. Wilson and Company
Accountants and Auditors
William-Oliver Building
Atlanta, Georgia

Cooperating Accountants

Alabama

W. H. Borland and Son
Comer Building
Birmingham 5, Alabama
J. E. Plotka, C.P.A.
709 Brown-Marx Building
Birmingham 5, Alabama
N. H. Poythress and Sons
Clanton, Alabama
Aldridge, Borden and Jones
518 Catoma Street
Montgomery, Alabama

Arizona

R. L. Jones
108 N. Cortes
Prescott, Arizona

Arkansas

Henningen, Croft and Gotham
Pyramid Building
Little Rock, Arkansas

California

David Hartman, C.P.A.
216 W. Main Street
Grass Valley, California
Rue, Snell, Hutchinson and Company
405 W. Pine Street
Lodi, California
Thomas Hutton
406 E. Broadway
Long Beach, California
Windses and McClaughrey
Security Bank Building
Long Beach, California
Chipman, Blakely and Renfrow
Post Office Box 1409
Marysville, California
D. A. Sargent and Company
1218 Broadway
Oakland, California
I. Coulton
Sunny Dunes Road
Palm Springs, California
Homer H. Woodside
Pasadena, California
Joseph J. Loustau
533 Staples Avenue
San Francisco, California
Lawrence Bastianon
4000 Montgomery Drive
Santa Rosa, California
Bowman and Tout
804 N. Hunter Street
Stockton, California

Colorado

Kingsolver, White, Griffs and Jonson
Exchange National Bank Building
Colorado Springs, Colorado
Baldwin and Associates
Railway Exchange Building
Denver 2, Colorado
Harcourt, Tanner and McEwen
240 Washington Street
Denver, Colorado
M. L. Stone, C.P.A.
125 Cook
Denver, Colorado
Stanley Thornhill
Denver Theatre Building
Denver 2, Colorado

Arthur Young and Company
1890 Sherman Street
Denver 3, Colorado
M. B. Chase
321 Colorado
Lafunta, Colorado

Florida

Crown and McGrillis
1219 S. Hibiscus Circle
Clearwater, Florida
Robert Raines
1175 N. E. Cleveland
Clearwater, Florida
Ayers, Jureit and Bond
3300 Ponce de Leon Boulevard
Coral Gables 84, Florida
Bearden and Miller
432 N. Washington Avenue
Homestead, Florida
R. P. Evans
S. Tennessee Avenue
Lakeland, Florida
Dixon and Long
807 W. Flagler Street
Miami, Florida
William W. McAbee
719 W. Garden Street
Pensacola, Florida

Georgia

J. Bradley Haynes
Box 711
Rome, Georgia
Read, Martin and Slickman
E. Sixth Avenue
Rome, Georgia

Hawaii

Harry C. Nordmark
Post Office Box 2561
Honolulu, Hawaii

Illinois

Alexander Grant Company
N. Prairie
Bloomington, Illinois
Ellis G. Bohon, C.P.A.
105 S. La Salle Street
Chicago 5, Illinois
Godow and Lawrence
141 W. Jackson Boulevard
Chicago 4, Illinois
Katz Wagner Company
105 W. Adams Street
Chicago, Illinois
Irwin Kulwin, C.P.A.
77 W. Washington Street
Chicago, Illinois
Swanson, Ogilvie and McKenzie
176 W. Adams Street
Chicago, Illinois
Clifford R. Kesler, C.P.A.
139 N. Vermilion
Danville, Illinois
Gauger and Diehl
208 Citizens Building
Decatur, Illinois
W. T. Bingham, C.P.A.
217½ W. Exchange
Freeport, Illinois
Harold J. Reinhardt
57 N. Kellogg Street
Galesburg, Illinois
F. J. Munchalfen, C.P.A.
155 Scott Street
Joliet, Illinois

Betty Elliott
305 W. Division
Normal, Illinois
Mary Lechy
721 Plum Street
Peru, Illinois

Indiana

Ray Precup
2480 Starlight Drive
Anderson, Indiana
Caddick, Gaither and Hortin
Old National Bank Building
Evansville, Indiana
C. K. Kleinlein
Evansville, Indiana
L. N. Searcy
524 S. Runnymede Avenue
Evansville, Indiana
L. M. Henderson Company
Merchants Bank Building
Indianapolis, Indiana
Brown and Monroe
516 Baby Building
New Albany, Indiana
Marion R. Stiers
Carney Building
Shelbyville, Indiana
Louis G. DeVilliers
Tower Building
South Bend, Indiana
Lee L. Ellis, C.P.A.
209 Lafayette Building
South Bend, Indiana

Iowa

E. M. Jones
Burlington, Iowa
B. J. Meltzer
Guaranty Bank Building
Cedar Rapids, Iowa
McGladery, Hansen, Dunn and Company
227 Davenport Bank Building
Davenport, Iowa
Augustine and Company
280 Grand Avenue
Des Moines, Iowa
Leland Trozell
608 Flynn Building
Des Moines, Iowa
John W. Law Company
10 S. Main Street
Dubuque, Iowa
Lawson and Toohey
State Bank Building
Fort Dodge, Iowa
Sidney Smith
Fort Dodge, Iowa
Don W. Carver, C.P.A.
403 Laurel Building
Muscatine, Iowa

Kansas

Zoa Kloppenberg
Peoples National Bank Building
Clay Center, Kansas
Kennedy and Coe
United Building
Salina, Kansas
Garrison and Gresser
First National Bank Building
Topeka, Kansas
Paxson and Richel
Columbian Building
Topeka, Kansas

Kentucky

William O. Laslie, C.P.A.
1204 First National Bank Building
Lexington, Kentucky
Albert P. Foley and Company
226 Kentucky Home Life Building
Louisville, Kentucky
G. C. Grewelling and Company
210 W. Liberty
Louisville 2, Kentucky
Yeager Ford and Warren
Kentucky Home Life Building
Louisville, Kentucky
Bethel Richardson
Murray, Kentucky

Louisiana

J. Lee Moak
1758 Elliott
Alexandria, Louisiana
Payne-Moore and Herrington
600 De Stoto Street
Alexandria, Louisiana
Blanche Matthews
Post Office Box 2270
Baton Rouge 1, Louisiana
Quirk and King
Post Office Box 517
Lake Charles, Louisiana

Maryland

Brebner, Brown and Company
2720 Washington Avenue
Chevy Chase 18, Maryland

Massachusetts

Julius Dorfman
40 Court Street
Boston, Massachusetts
Albert H. Eastman and Company
10 High Street
Boston, Massachusetts
Irving I. Nelson
294 Washington Street
Boston, Massachusetts
Alfred Hartley
Freetown, Massachusetts
Martin P. Judge, C.P.A.
326 Appleton Street
Holyoke, Massachusetts
Trio and Glowacki
1776 Middle Street
Lowell, Massachusetts
Merchants Accounting Service
125 Washington Street
Salem, Massachusetts

Michigan

Iceerman, Johnson and Hoffman
State Bank and Trust Building
Ann Arbor, Michigan
David W. Sutherland
Battle Creek, Michigan
Capital Business Service
Dearborn, Michigan
Ernst and Ernst
2000 Buhl Building
Detroit 26, Michigan
Peat Marwick Mitchell Company
Dime Building
Detroit 26, Michigan
Begin and Fairbanks
National Bank Building
Jackson, Michigan
R. E. Long
114 Pratt Building
Kalamazoo, Michigan
Herbert M. Talcott
5 Main Street
Saranac, Michigan
John D. Morrison and Company
Adams Building
Sault Ste. Marie, Michigan
Mailhofer, Moore and De Long
Aldo Building
South Haven, Michigan

Minnesota

Bertram Cooper
Hyde Building
Albert Lea, Minnesota

Ernst and Ernst

First National Bank Building
Minneapolis, Minnesota

Wiener, Vierling, and Karasov
210 Minnesota Building
St. Paul, Minnesota

Kreimer and Eichten
S. Second Street
Stillwater, Minnesota

Mississippi

A. L. Evans and Company
Hancock Bank Building
Gulfport, Mississippi

J. W. Cooke, C.P.A.
Deposit Guarantees Bank Building
Jackson, Mississippi

A. N. Morgan and Associates
Miner Building
Jackson, Mississippi

Missouri

Don W. Huggins and Company
200 Francis Place
Clayton, Missouri

Wade-Stables Company
118 N. Third
Hannibal, Missouri

Floyd R. Brown, Jr.
Box 537
Independence, Missouri

Wm. A. Noll and Company
Kansas City, Missouri

Boka and Eiswirth
408 Pine Street
St. Louis 2, Missouri

Nevada

Semenza and Kottinger
P. O. Box 39
Reno, Nevada

New Jersey

H. B. Richardson and Company
30 Howe Avenue
Passaic, New Jersey

Frank Rea and Company
One Lee Place
Paterson, New Jersey

Wolf and Company
Broad Street Bank Building
Trenton, New Jersey

New Mexico

Vaughan A. Doxey, C.P.A.
616 Central Avenue, S.E.
Albuquerque, New Mexico

George J. Neff, Associates
Albuquerque, New Mexico

New York

Stoll and Rosenfeld
90 State Street
Albany, New York

Roland and Bishop
E. 4th Street
Jamestown, New York

Sherman Kennedy
Mexico, New York

Eastern Audit Company
53 Park Place
New York 7, New York

R. Grand and Company
158 W. 42nd Street
New York, New York

Abraham Favony
158 W. 42nd Street
New York, New York

Irving Zadek, C.P.A.
509 Fifth Avenue
New York, New York

Irving M. Granowitz, C.P.A.
15 N. Main Street
Port Chester, New York

Birnbaum and Birnbaum
205 Reynolds Arcade Building
Rochester, New York

North Carolina

Thomas H. Miller
280 Haywood Building
Asheville, North Carolina

S. S. Fligel, C.P.A.
Liberty Life Building
Charlotte 2, North Carolina

R. A. Cherry and Company
Security National Bank Building
Durham, North Carolina

Earl Fitzgerald, C.P.A.
305 Old Street
Fayetteville, North Carolina

Matlock and Smith
P. O. Box 9415
Greensboro, North Carolina

Pest, Marwick, Mitchell and
Company
Piedmont Building
Greensboro, North Carolina

Leonard Suls, C.P.A.
P. O. Box 1161
Jacksonville, North Carolina

J. Bryan Deans
National Bank Building
Wilson, North Carolina

North Dakota

Eide and Helmeke
Block Building
Fargo, North Dakota

Ray Ginther
Jamestown, North Dakota

Ohio

Card, Palmer and Sibbison
Union Commerce Building
Cleveland, Ohio

Arthur Young and Company
55 Public Square
Cleveland, Ohio

Keller, Kirschner, Martin and
Clinger
53 N. High Street
Columbus, Ohio

R. M. Combs
412 Tyler Avenue
Cuyahoga Falls, Ohio

Smoot, Roush and Manter
E. Church Street
Marion, Ohio

J. G. Laird, C.P.A.
First National Bank Building
Springfield, Ohio

J. A. Wood and Company
Arcue Building
Springfield, Ohio

Misch, Haas and Hallauer
240 Edison Building
Toledo 4, Ohio

Donald R. Murdock
518 E. Court Street
Washington C. H., Ohio

Oklahoma

Frederick Accounting Company
1885 N. Robinson
Oklahoma City, Oklahoma

Oregon

R. G. Kurtz Accounting Service
226 Hall Building
Coos Bay, Oregon

Marvin Piquet
18th and Pearl
Eugene, Oregon

Erling Grimstad
117 N. E. Coast Highway
Newport, Oregon

William MacRae
Pittcock Block
Portland 6, Oregon

Pennsylvania

E. Briner Ashway
3025 Market Street
Camp Hill, Pennsylvania

John Hanratty

114 Main Street
Colwyn, Pennsylvania

Ritter, Todd and Haayen
618 N. Second Street
Harrisburg, Pennsylvania

W. Homer Englehart
1821 Market Street
Harrisburg, Pennsylvania

Schultz, Sorin and Company
Commerce Building
Harrisburg, Pennsylvania

Adler, Faunce and Leonard
1616 Walnut Street
Philadelphia, Pennsylvania

Edwards and Edwards
1201 Lewis Tower Building
Philadelphia 2, Pennsylvania

C. R. Fullinger and Company
12 S. 18th Street
Philadelphia, Pennsylvania

Rudolph, Palitz and Company
2020 Chestnut Street
Philadelphia, Pennsylvania

William N. Tanner, Jr.
Western Saving Fund Building
Philadelphia 7, Pennsylvania

Wolf and Company
1616 Walnut Street
Philadelphia 8, Pennsylvania

O. T. Biela and Company
4254 Clairton Boulevard
Pittsburgh 37, Pennsylvania

H. W. E. Steinbeck
4747 Doyle Street
Pittsburgh 37, Pennsylvania

Dill and Rowland
Glennland Building
State College, Pennsylvania

Wilcox and Wilcox
Wilcox Building
Wilkes-Barre, Pennsylvania

South Dakota

A. S. Avery
Masonic Temple Building
Huron, South Dakota

Tennessee

Taber, Chambliss and Stophel
Volunteer Building
Chattanooga, Tennessee

Hancock-Manheim: Arnold-Badgett
First National Bank Building
Jackson, Tennessee

H. K. Jones and Company
Falls Building
Memphis, Tennessee

Texas

Withrow and Wood
Abilene, Texas

Dozier, Pickins and Shile
Amarillo, Building
Amarillo, Texas

Albert Caster and Company
Austin, Texas

John M. Lawrence, C.P.A.
American National Bank Building
Beaumont, Texas

Farrar and Durst
114 N. Washington
Bryan, Texas

Russell Jones
Childress, Texas

J. R. Dykes
Gaston Avenue
Dallas, Texas

Douglas L. Franklin, C.P.A.
Dan Waggoner Building
Fort Worth, Texas

James U. Ellis
Citizens National Bank Building
Grenville, Texas

T. C. Wilson
First National Bank Building
Jacksonville, Texas

W. E. Coulbourn, Inc.
415 Shreveport Avenue
Port Arthur, Texas

Egon Guenther

Milam Building
San Antonio, Texas

Phil Nolan, Jr.
San Antonio, Texas

Wilbur L. Ellis
Snyder, Texas

Sidney Gay
901 Franklin
Waco, Texas

Virginia

Dent K. Burk Associates
Moore Street
Bristol, Virginia

R. L. Persinger and Company
Covington, Virginia

Manning, Perkins and Floyd
Riveride Drive
Danville, Virginia

J. W. Scollin
907 "G" Street
Hampton, Virginia

C. A. Brown and Company
705 Bazley Building
Roanoke, Virginia

Washington

Ralph Young
Bellingham National Bank Building
Bellingham, Washington

John A. Morris
First Avenue, N.W.
Ephrata, Washington

Ernst and Ernst
Northern Life Tower
Seattle, Washington

Johnson and Paulson
Tacoma Building
Tacoma, Washington

Richard K. Wasson, C.P.A.
1485 N. Anderson Street
Tacoma, Washington

West Virginia

Joseph Rosenthal, C.P.A.
Security Building
Charleston, West Virginia

John D. Julian
Clarksburg, West Virginia

Rice and Rice
Dunbar, West Virginia

Wisconsin

George Kalcik
200 N. Adams
Green Bay, Wisconsin

H. C. Gundlach, C.P.A.
815 - 57th Street
Kenosha, Wisconsin

Louis V. Heller, C.P.A.
152 W. Wisconsin Avenue
Milwaukee, Wisconsin

E. H. Ramin
436 W. Wisconsin Avenue
Milwaukee, Wisconsin

Kimball, Lamb, Reickman and
Company
First National Bank Building
Oshkosh, Wisconsin

Lester Graef
607 N. 8th Street
Sheboygan, Wisconsin

W. R. Hayes
1506 Belknap
Superior, Wisconsin

H. O. Fulmer
210 Scott Street
Wausau, Wisconsin

Wyoming

Raab, Roush and Gaymon
Con Roy Building
Casper, Wyoming

Henry H. Hecht
1147 Sheridan Avenue
Cody, Wyoming

Raab, Roush and Gaymon
Converse Building
Laramie, Wyoming

CHAPTER SIX



TIME TO GET IN HIGH GEAR!

ALWAYS in the forefront of mass-appliance manufacturers' thinking is the explosive growth of this country's population. If the rate of growth that prevailed for the last decade persists, our total population in 1965 will be 196 million; in 1970 it will be about 215 million; and by 1975 there should be around 235 million potential drycleaning customers in the United States.

What this means is that the country is growing so fast that even while developments such as coin-op or clean-and-steam are "robbing" a professional drycleaner's normal market, *replacements are already on the way.*

Educators tell us we haven't schools enough, even in blueprint stage, to adequately handle the growing crop of youngsters. In 10 years those youngsters will be *your* market—married, in business, raising families. **The population explosion is right on the verge of hitting the drycleaning industry.** This is the secret of the appliance makers' apparently Cloud 9 optimism. It is quite possible that 10 years from now we can look back and see that the industry has been running in second gear.

It's time to shift gears. The right high gear is value for price paid, plus realistic sales promotion.

When you come right down to it, the drycleaning business is entering into a merchandising phase such as it

has never experienced before. The technical aspects of drycleaning are pretty well stabilized — stabilized enough for the customer to become a competitor of the commercial plant. Now it is up to the professional drycleaner to do a better job than the customer, and to convince the customer that he does so.

Convincing customers was the subject of a whole Guidebook issue (March 1958), which treated customer motivation. (Reprints are available from THE NATIONAL CLEANER at \$2 each.) NID members should dust off their copies of the association's original motivation research report, "What the Consumer Really Thinks About Drycleaning." (If they have mislaid it, extra copies are available from NID at 50 cents each to members, \$1 nonmembers.)

Equipment advertising should help

It is a mistake to regard solely as a menace the impending national advertising by the coin-op equipment manufacturers. It is common knowledge that per capita drycleaning usage over the country is really pitifully lower than it could or should be. Hence, the more people are persuaded to use more drycleaning service, in any form, the better chance the progressive professional has to sell a satisfactory share of his market.

The worst thing that can happen to a business or an industry is to be ignored. "I don't care what you say about me," insists the smart publicist, "just so long as you keep talking about me!" Just so long as people will continue talking, they'll continue considering and arguing your merits. It is up to the smart professional drycleaner to take it from there.

Widespread coin-op promotion and advertising assure the drycleaning industry of more concentrated publicity than at any other time in its history.

Professional care, expert care, are the proper and best values for conventional plantowners to stress when selling their services against coin-op drycleaning. People inevitably will run up against the many problems which we professionals anticipate. They will not deny our knowledgeability. Often they will be grateful for expert processing of choice or difficult garments.

Cleaning plants with large show windows would do well to consider arranging equipment so those processes most difficult for the customer to duplicate can be seen through them.

Live up to professional image

Yet we must be especially careful at this stage. With what type of professional image are we classing ourselves? In many sections of the country, the professional or expert is often suspected of taking undue advantage of customer ignorance. The TV serviceman may be entirely justified when he charges \$5 for a call, plus \$2.60 for the widget that burned out. Yet the customer is never quite sure, and if the resulting TV performance isn't absolutely faultless, all hell breaks loose.

When you unqualifiedly class yourself as a professional, you join yourself with competitors who also claim to be professionals. Many may not be of a caliber to even compete with coin-op drycleaning!

Therefore professionalism must *always* be coupled with solid benefits that the customer can understand and evaluate. "We get out the *tough spots*," "We put body back into *cotons*," "We roll lapels," "We get the cuffs and pocket edges *clean*," etc.

Then, by golly, the professional had better do what he says he does. The writer has had a tweedy sports jacket

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Never Let Up on Service

"We discuss quite often the danger of becoming careless and indifferent to our work when our plants are filled to capacity and our production problems seem to be bearing down. We realize that the chance for overlooking details and little minor things, while we are overloaded with work, is an open road to continue creating public distrust in us."

—C. M. WHITE, DeLuxe Cleaners, West Columbia, South Carolina, at NID convention, Philadelphia

Quality an Act of Will

"Quality is never an accident. It is always the result of intelligent effort. There must be a will to produce a superior thing."

—the late JOHN PICKENS, Swan Cleaners, Columbus, Ohio

NID's Sales Training Films

The entire drycleaning industry has suddenly become much more route-conscious and sales training-conscious. This was shown in the rapidity with which 300 of NID's new sales training film strips were sold at the Philadelphia convention. Tom Donohoe, NID's director of sales training, explained how they were to be used in his talk, along with samples from each strip. In the NID booth at the exhibit hall cleaners were able to watch the three strips in their entirety, while tuned in to the recorded commentary by telephone handsets.

These three coordinated strips are for use with both routemen and store personnel. And they are "loaded"! They can be shown repeatedly, and the audience will pick up new ideas at every showing.

Closet Special Raises the Valleys

At the NID's 49th convention in Miami, Ray Vermeers, in commenting on his experiment with clean-only and clean-and-steam, estimated there was a minimum of \$60 million worth

of this type of volume available across the nation. This is only about 3 percent of the total volume then being drycleaned. But Ray's Paris Cleaners, using its "closet special," packed all his share of that 3 percent into the usually slow month of July.

How would 3 percent of your gross volume fit into your worst month? "Each of our store man-

agers has a mailing list of customers and prospects in her particular neighborhood. Each salesgirl has a personal mailing list, compiled from fellow club members, Christmas card lists, church and social groups. We have five outlets participating in this promotion, so I ordered 1,000 cards for each. There's a place for the employee to sign her name. This is a personalized promotion. The salesgirl's signature on the card puts her personal stamp of approval on the promotion.

"One key to business success is supervision. It is management at the *Let's do it* level. If you are going to supervise anyone—Tell; Show; and Check! Three days after the postal cards were made available to our employees, I went around to the five stores to check. I couldn't find a single postcard to send to one of my friends!"

—EDITH VERMEERS,
Paris Cleaners,
Spokane, Washington



"I'm ready for the drycleaning commercial when you are."

Upset Fourteen Million Customers

A famous general once stated wars are won by the armies that make fewer mistakes than their adversaries. With this in mind, consider NID's 1959 Summary of Textile Damage, published in the NID Reporter for June 1960.

Out of 21,920 problems submitted to NID's Analysis Department, 621 involved types of problems new to the industry in 1959. An additional 737 problems defied analysis and were classified as "unknown." These two groups composed only 6 percent of the total number of problems.

This means that 94 percent of the problems analyzed should have been familiar to the dry-cleaners who sent them in. That is, the problems had been reported to members in fabric or technical bulletins. Granted many analyses are for the benefit of customers rather than dry-cleaners. Still the bald statement is true that all this 94 percent of problems could have been prevented—if the cleaner had informed himself and had passed his knowledge on to the necessary personnel.

Of the total problems 19 percent are directly attributable to the cleaners, which is almost one in five.

According to cost percentages determined by NID for 1959, average claims adjustments amounted to .35 percent (one-third of one percent). Projected for total volume over the country, that means the drycleaning industry paid out around \$7,000,000 in claims adjustments in 1959. Assuming for argument's sake that the average claim was \$50—that's 14,000,000 million customers inconvenienced. Or 7,000,000 customers inconvenienced twice each. Either way, it isn't good!

We'll be the very first to admit

that these problems and claims are marginal, accidental, very few in proportion to total volume handled. But this is total war. As the general said, the winner is the one with the fewest mistakes.

* * * *

The claims problems in the drycleaning industry are quite likely to become less troublesome as a result of coin-operated services. The already considerable experience with this self-service shows that customers are quite discriminating about what they put in the machines. They ask advice when in doubt. And if they goof, they blame themselves.

It is probable that the public will become educated about serviceability faster and more thoroughly through self-service than could ever be hoped for by formal educational means.

This greatly increased "sophistication" will exert greater pressure on the whole textile and garment manufacturing industry to provide genuinely serviceable products. It is likely, too, that product labeling will become more realistic in terms of drycleaning and/or washing.

It is possible that textile manufacturers will install a few coin-op units in their own plants to see for themselves what happens to their brain children.

We can also look for styles being influenced more by cleanability, mostly in the lower income brackets.

Not all the struggles are likely to be directly between self-service and pro service. In terms of genuine bodily comfort, a great many of the new synthetic fabrics have not proven satisfactory. Low moisture absorption has meant clamminess in cold weather, superheat in warm weather, itchiness and static shock.

Synthetic fiber manufacturers are overcoming many of the problems. But with a less expensive means of cleaning them, we look for a healthy resurgence of all-wool and predominantly wool garments. Skirts, sweaters, cardigans, sport shirts, slacks—many of them still appeal greatly in wool. Customers no longer need avoid buying them because the drycleaning "upkeep" is high.

Finally, coin-op drycleaning is likely to greatly delay the oft-prophesied appearance of "throwaway" clothes, made of paper, worn once and dumped in File 13. Problems of fit and enhancement, objection to frequent shopping for disposal apparel, will make cheaply cleaned garments appealing for a long time to come.

Knocking Coin-Ops Won't Help You

"At the same time that it hurts drycleaning to have coin-ops say drycleaning is objectionable, it hurts us, too, to have professional drycleaners fight coin-ops by buying advertising which warns the public against using coin-ops, which attacks them as worthless. No matter how strongly you feel this is true, you'll look ridiculous to people who find coin-ops satisfy a need. And there are bound to be such people. Keep your advertising always positive, affirmative. Talk about the services you do well—not about how bad the other fellow's service is. Negative advertising always has a way of boomeranging, and hurting the advertiser."

—WILLIAM L. BROWNE, director public relations NID, at Philadelphia convention

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drycleaned in 10 different quality establishments scattered around one-third of the United States. A lining seam started to unravel exactly one year ago. Not one of these "quality" plants has bothered to restore the seam, now open about 4 inches. Charges for cleaning the jacket have ranged from 65 cents in the South to \$1.10 in the North.

This jacket will clean beautifully in a coin-op drycleaning unit, needs no finishing. If the owner can't even get a seam repaired in 10 quality plants, why should he bother to send the jacket to a professional drycleaner?

Place of de luxe service

De luxe or premium service at a premium price has a definite place in the drycleaning market. It is much more often neglected or even ignored than is generally realized. In every community there is some market, some need for premium cleaning service. It may be only 1/2 or 1 percent in bottom economic areas. Here may be a wedding that brings in mama's wedding gown made over for daughter, and several one-and-only good suits from neighbors and friends. Or de luxe service could represent 50 percent of the market in some plush suburban communities.

Social patterns are changing rapidly in every city in this country. A new industry comes to a town or small city that has been little more than a farm trading center. High-income executives move in with the new organization. But local businessmen fail to recognize the import of this.

These executives not only are prospects for but actually look for quality products and service. They provide a ready-made market for de luxe drycleaning. They even stimulate a wider market, as the wealthier or more ambitious citizens in the community start living up to the standards of their new industrial neighbors.

Ironically, some of the new coin-op units point out one direction that needs to be taken in connection with de luxe service. Mass-production cleaning has resulted in pushing washer and extractor capacities to their reasonable limits in terms of poundage, time cycles and extraction speeds. Tumblers and recovery units are used at maximum safe temperatures to shorten drying times. Charge moisture content is allowed to reach wrinkling levels. As a result garments come out of the cleaning room wrinkled, with set spots and rough textures on fabrics.

The typical coin-op will be a leisurely operation (until the wise guys start stepping up the cycles, overheating the driers and cutting corners on supplies). The coin-op drycleaners flush garments with five times as much solvent per pound as the commercial washer. Slower extraction and cooler drying shake out wear wrinkles without putting in extractor wrinkles.

It behooves the quality cleaner to re-jigger his production department to produce a garment comparable to coin-op quality at the clean-only stage. Especially if he is going to offer clean-only service, or even clean-and-steam.

As one drycleaner has remarked wryly, this industry has been creating its own finishing problems, by being in too much of a hurry in the drycleaning room. If some cleaners would slow down a bit in the cleaning room, the added cost there would be more than offset by reducing finishing costs now incurred through cleaning room errors.

When the novelty of coin-op cleaning has worn off, there will remain a very wide no man's land to be continuously probed by the professional cleaner. A substantial part of the public still feels that drycleaning wears out fabrics, that cleaning should be done only on emergency basis, that any cleaning prices are exorbitant.

Where the professional cleaning is poor quality with poor service, a well-maintained coin-op can be expected to dominate the no man's land. The professional plant will then have to content itself with whatever absolutely has to be done by a professional.

Coin-op customers into regulars

Good quality and service give the pro plant the edge in no man's land. We are reminded of Charley Stork's experience with laundry coin-op. In the early days when laundryowners were still saying it wouldn't work, he set up a small coin-op and wetwash laundry in the front of his suburban plant in Columbus, South Carolina.

He put finished-service price lists on the wall. A store girl who handled the regular family service in the call office also supervised the coin-operation. She was encouraged to point out to coin-op customers how much, if not all, of their wash could have been done on regular wetwash, rough-dry or thrifty service for very little more than the coin-op service cost. She had plenty of opportunity for this while customers sat waiting for their loads to run through.

Charley never could maintain much volume in that coin-op, despite the fact he was getting new customers

every week. Volume got up to about \$300 a week and leveled off. This was because the new coin-op customers were being offset by the existing coin-op customers who had seen the economic light and had transferred to one of Stork's semifinished services.

The blue collar market

"Blue collar" workers comprising up to 40 percent of the new heavy buying population are the drycleaning industry's fresh target. They need to be gradually educated to drycleaning, just as the low-income white collar worker became drycleaning-conscious with the advent of the 39-cent cleaner in the Thirties.

Coin-ops and the low-cost basic cleaning services will introduce these blue collar workers to volume cleaning. It's up to the smart drycleaning sales organizations to gradually wean them over to complete cleaning services on their better clothing. This is going to be tougher going than in the Thirties. These blue collar housewives are less conditioned to spruce work and recreational clothing than were the earlier white collar group.

One great advantage the professional cleaner can stress over coin-op is that a customer does not need to wait for eight pounds of garments to accumulate before having a particular item cleaned.

On the other hand, coin-op has an important advantage to the cleaner not true of any kind of pro care. It gets the rarely cleaned items into circulation. This is because a housewife who doesn't have a full load to be cleaned is quite likely to fill out the eight pounds with almost anything lying around the house.

Coin-op is preferred over clean-only by the customer who wants to make one trip only. For the alert drycleaner, clean-only might be regarded with more favor than coin-op because it gives him two shots at the customer—which is important only if the cleaner is salesminded.

Hence the coin-op attendant becomes a key employee among the drycleaning plant's sales personnel. She (or he) needs training, or experience, in selling, in the serviceability of fabrics and in the rudiments of drycleaning, spotting and finishing. The attendant probably should have some incentive to promote professional cleaning—yet have the tact not to push it to the point of offending customers or discouraging them from using coin-op facilities.

She should be a credit to professional drycleaning.

CHAPTER SEVEN

"DON'T FARM AS GOOD AS I KNOW HOW!"



THE STORY is well known about a farmer who refused to buy a set of learned books on farming because "I don't farm as good as I know how right now." There is evidence this condition is true of many in the drycleaning industry also.

Proof of this lies in the North Carolina experience in face of minimum wage legislation, commented on elsewhere. Within one year after the law was passed, the combined cleaning and laundry industry of that state handled a 7 percent increase in volume with a 6.3 percent smaller work force!

Obviously a lot of weeds have been ploughed under in a hurry!

We suspect one casualty in practically every plant was a janitor or his assistant. Old Joe took all day to sweep the plant. He was kept on, however, because he was unable to fill a strenuous production job. Now some kid is assigned the task of cleaning up the plant; possibly he is given more modern equipment, such as an industrial vacuum cleaner. He accomplishes in two hours what it took Old Joe all day to do.

But all jobs are being reviewed throughout every plant in the Tarheel State. North Carolina cleaners are complying with the advice of Ed Miller of Spic & Span in Milwaukee: "Whenever we've done something the same way for three years, it automatically comes up for review. We must check to see if it isn't time to change, because other steps affecting the process may already have changed."

In this connection it is necessary for an efficient plant manager to review microscopically his whole operation at least yearly. He needs to walk around the plant and ask himself, "Now, why did we decide this should be done this way?" This is important because we all of us have too many "satisfaction images" about our daily

jobs. We get some operation set up in the most efficient manner possible at the time. Completely satisfied, we move to something else. Then we continue to think that is an efficient operation, even over a period of years, until something drastic proves it otherwise.

Therefore, those operations with which we are most satisfied should be given the closest scrutiny. We may be in the rut of thinking they are good, when they aren't.

We don't know about trained industrial engineers, but we suspect no drycleaner is fit to engineer a change in method or equipment layout until he has tried the process himself.

It's like the plantowner who ordered a bar for hangers hung over the legging unit, then wondered why the presser never used it. He tried it himself one night after the help left. He found that when he slipped the trousers on a hanger and raised the hanger to square the trousers on it, the hook tangled in the hangers stored on the bar. It therefore was a question of stepping back to square the trousers, or else not use the bar. He had the bar turned 90 degrees and it efficiently served its purpose thereafter.

The fault is that the idea wasn't thoroughly planned before it even reached the test stage. Cut-and-try will often get the job done in making changes, but the boss doesn't really know how it will work out, when he's just experimenting. Therefore he is not ready to teach an operator until he gets the change functioning.

A prime example of this is the handling of paperwork on box storage. The drycleaner gets his system set up all right, but forgets to arrange for keeping track of garments in the storage room after cleaning, for instance. So the employees figure out something in a hurry on the spot—and that's likely as not to become the permanent way

NID Management Course

"The greatest need of NID members today is sound management. . . .NID has an excellent four-week course in plant management. A course that goes into such subjects as cost percentages, production standards, wage incentives, and supervision of personnel. It's an excellent course and one that our industry needs very badly. It's put on four times a year—yet last year we had only 43 students take it—an average of about 11 students a class."

—RAY L. VERMEERS, president NID, at Philadelphia convention

Training in Depth

"Quality is people, *your* people, properly trained. . . . Many progressive operators make these [NID] courses available to their employees, and encourage them to enroll. Tommy Ogden, Spitzer Cleaners, Richmond, Virginia, has a total of 15 employees either taking or graduated from these courses. Bob Walker, Omaha, Nebraska, is a close second with 13 employees graduated or presently enrolled."

—DUTCH ROTHE, registrar NID, at Philadelphia convention

An Era of Change Requires Basic Training

"Retraining is important, but basic training or education is even more important . . . schools overemphasize specific skills at the expense of basic capabilities. Special skills become obsolete very quickly; general capabilities, on the other hand, are the necessary foundation for acquiring new special skills."

—JOHN DIEBOLD, management consultant on automation

of handling the garments, whether it's suitable or not.

We've seen more fouled-up box storage than anything we can think of. The reason is it *seems* so simple that the cleaner doesn't plan it as thoroughly as he should. He doesn't mentally follow each type of garment, each copy of the invoice, from beginning to end, and then rehearse it with employees to see if they find bugs in the system.

The writer has been exposed to a number of industries over the past seven years. He has observed one outstanding stumbling block between management and employees in *every* industry, including drycleaning. In big words, it's lack of effective communication. In little words, the employees don't do as they are told, because they haven't understood. The fault usually lies with management.

It is typical for a businessman (in any industry) to explain to a business paper reporter that the employee does thus-and-so in a new process. The explanation is sincere. Then he takes you to see the performance. A key machine stands covered with dust. The operator says he hasn't used it for six months. The boss, baffled, embarrassed, hastily shows you something else.

Prime fault perhaps is that the boss never sufficiently followed up to see if the process worked out as expected. When it broke down it was easy for the operator to slip back into his habitual ways. Or the operator found that it was harder than his former method.

So another fault was that the idea wasn't thoroughly tested before it was set up for permanent operation—like the hanger storage bar above.

In similar fashion we have seen many new pieces of machinery put into plants on trial—and thrown out again without ever getting a fair trial!

We bear in mind a new shirt folder that the cleaner installed himself—on trial. He had a conveyor bringing

shirts from the shirt finishers to the folder. It made a U-turn right in front of the folder. The folder operator had to snatch a shirt at the very instant it whisked around, or pass it up for another. The cleaner was ready to throw the folder out, but he was persuaded to move it around to the side of the conveyor. There the girl could reach a 4-foot span and pick shirts off comfortably. Her production went up 20 percent in the next hour, and the cleaner bought the folder.

For years we've been urging dry-cleaners to make some height adjustments for finishing-equipment operators and spotters—even assemblers and baggers. At least for the extra-tall and extra-short workers.

NID made a step in that direction when it devised the repair platform that raised the seamstress up closer to the slickrails.

We know a Nashville cleaner who put low platforms in each of his through-the-unit finishing units. They are adjustable, built so they could be blocked up from 1 inch to either 2 or 3 inches in height to accommodate short women finishers. Pedals on the presses were either rehung or provided with wooden blocks like the pedals on a toddler's tricycle.

This man says he had a hot feud on



his hands between two neighboring operators. He had been about to shift one, when he installed the platforms. The feud died out almost immediately. Both gals had been under a strain working at the presses, since each was a 5-by-5. With lessened fatigue, they took life more calmly. Both began to produce better, and one stopped reporting sick every week or 10 days.

Of course, the whole problem will be solved when machinery manufacturers produce finishing and spotting equipment that is adjustable in height.

Communication works both ways. Some plantowners have the faculty of *not* listening when their employees are talking. When a new method is being set up, it is well to be around with ears and eyes open while the employee is trying to get settled in the method.

This is because all awkward problems or steps are exposed at the time. If they aren't smoothed out immediately, production will go on. The employee will work out his own solution,

Let Employees Help You

"We put in two chairs (in a new fitting room), a little stool, and a smoking counter. We added a place for the lady to hang her clothes, arranged for proper lighting, put in a new ceiling and a little air-conditioner unit.

"I said 'Ann, we'll put that 5-by-8 mirror against this wall.'

"She said, 'Please, Al, cut that

mirror in two. Put half on one wall and the other half on another wall so the lady can stand in the center and see every angle of her dress.'

"They don't let me make the fittings, so I don't think of all the problems. You have to go to the people who do this work and get their advice."

—ALVIN A. SCHMIDT, Varsity Cleaners, Inc., Waterloo, Iowa, at NID convention, Philadelphia

either bypassing or changing the method as the circumstances may be. And you wind up with something other than originally planned.

Tracking down made work: How much so-called made work exists in

your plant? Examine the side duties of your employees. How many jobs originally were assigned to keep employees busy during slack periods, rather than lay them off? Did these temporary duties gradually become

CHAPTER EIGHT

THERE'LL BE CHANGES MADE IN EQUIPMENT, TOO!



A SOARING WAGE SCALE inevitably changes one concept of production efficiency. This is a swing from "machine efficiency" to "employee efficiency." The shift is from keeping each machine busy to keeping each employee busy. The immediate effect is to increase the number of machines in a plant in proportion to the number of employees, or else to increase the mechanization and complexity of the equipment.

Mounting wage rates call for re-examination of many "threshold" units. These are the pieces of equipment that in the past had not seemed quite useful enough to warrant their cost. But visualize, for instance, two silk units sharing one set of puffers between them. This is not at all unusual. A total of 10 minutes out of every hour is spent by one operator or the other in waiting to use the puffers. At \$1.25 per hour, that is a waste of \$416.50 over the year. So what would another set of puff irons cost installed?

Many plantowners reject the new pants toppers because they haven't volume enough to keep them busy. The day is not far off when it will be practical to provide one operator with two complete high-production units—possibly a pants topper and legger, plus a coat steamer and utility press. Most of the year he'll work half a day on each unit, or more likely turn from one to the other with each lot. Then in peak periods a temporary worker will fill one of the units.

An Indiana plant had a similar experience. Their girl was responsible for getting out direct-mail pieces. She, too, was slow in getting to the counter when immersed in this secondary task. But in her case, the direct-mail work

Most vulnerable to this competition are those plants in the one-cleaner towns where there apparently hasn't been volume enough to justify starting

Two areas for possible changes are in inspection and in receiving-marking-classification. There are some quality plants that for years have not had inspectors. Their finishers and spotters are intelligent, responsible workers.

The alternative for these plants is either coin-operation or clean-only and clean-and-steam. The small-town cleaner's capital investments must be limited, because the potential volume

There is considerable concern lest quality standards slide in this increased stress on reducing labor forces. Actually the chances are quality can be improved, provided production is kept efficient. For it is an axiom that the fewer the number of people who handle an item, the easier it is to control its quality. The fewer the workers, the less the buck-passing.



"Well, so much for the building. Now let's haggle about the cleaning room equipment."

First Get Your Location

Equipment is not the most important thing today in connection with the coin-op dry-cleaning question. The key factor is location. A cleaner would be foolhardy to rush an order for coin-op cleaning equipment, unless he is fairly certain of his location. For at least a year now, several drycleaners around the country have been acquiring laundry coin-ops spotted strategically about their various cities, with probable addition of coin-op cleaning in mind.

Not all laundry coin-ops qualify as potential cleaning setups also. Cleaning machines require more space per unit than laundry washers. This is both because of larger dimensions and because frequent access to the clarification facilities is necessary. Therefore adequate space is required in the prospective location.

Easy access from car to work space is necessary, as customers will frequently bring both cleaning and laundry.

Likelihood of having an attendant must not be discounted. This means being prepared to install facilities for taking in work for the main plant.

Proper zoning must exist or be easily obtainable for dry-cleaning equipment.

The possibility should be considered of later fully activating the location as a package or clean-and-steam plant, or on the other hand completely deactivating and restricting it to branch office status. In the latter case, would part of the space be lease-worthy and find a ready market?

clean-and-press service. And if he doesn't go after it, some "amateur" will.

We predict a wave of washer-extractors going into this stronghold of separate washers and extractors.

Many drycleaners are not yet taking advantage of their washer-extractors that replaced former separate washing and extracting equipment. They are paying for brawn instead of brains in the cleaning room. A growing number of operators are employing women to run drycleaning equipment, at least part-time. They find them more discriminating in classifying garments and in detecting unserviceables.

Plans to revamp a drycleaning room around a washer-extractor might be stepped up with this in mind, if a personnel change is impending in that department.

In the smaller plants it often may be advisable to move the cleaning unit up near the counter, if it isn't already there. This will prevent the skeletal services from having to go into the plant at all.

Will equipment cost pay?

How does one decide if a new method or new piece of equipment will justify its cost? The rule of thumb is that it should pay for itself in one year. That is, a machine costing \$500 should effect a saving in over-all operating costs of \$500 within a 12-month period. This includes the cost of installation, of course, less any trade-in value given on the machine. Also to be included are costs of adapting other

equipment or methods that affect or are affected by a new installation.

It's the *net cost* to the drycleaner that is used in estimating whether the investment is advisable.

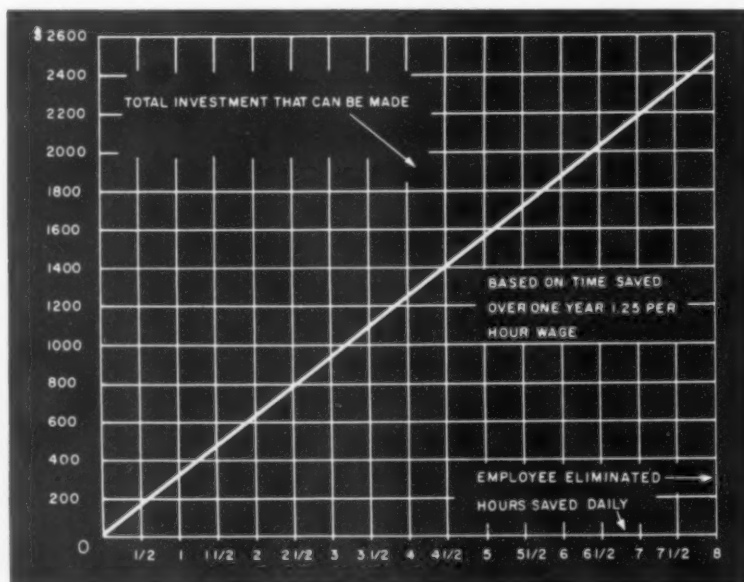
The one-year figure is popular because subsequent changes in the plant may make the process or machine obsolete before it is depreciated out. Where the plantowner is reasonably sure of retaining a setup for longer, he can estimate the saving over a three-year or even a five-year period. For instance, a change in his power plant is less likely to be upset than a change in packaging equipment. The former could justifiably be based on a five-year saving, whereas the later is more safely calculated on the traditional one-year saving.

If you saved 30 minutes a day for a \$1-per-hour operator, you'd be justified in spending \$125 on a change. This is figuring one year of 50 weeks, 5 days a week. Spread over a five-year period, you could afford \$625 in expense for this combination.

For a \$1.25 worker the same half-hour saved justifies \$156.25 expense on the yearly basis, or \$781.25 for a five-year payoff.

A \$1.25 minimum wage is being strongly urged on Congress, applicable to this industry within three years. The following graph shows what expenses for new equipment will be warranted in terms of number of minutes saved daily for a \$1.21-per-hour worker.

Notice that \$2,500 can be spent for each \$1.25 worker eliminated. This is when justifying the expenditure within





"Our employees never take extra steps."

one year. Of course, amounts of \$7,500 or \$12,500 can be spent if the drycleaner is reasonably sure the changes will remain valid for three or five years.

There were several conveyors at the convention that did everything but light a cigarette for you. It is possible for a store girl to start garments in pickup bags to four or more departments for different services. A spotter can direct garments from his spotting board to any number of finishers, with assurance each garment will drop off the line at the proper finishing unit. On a single line an inspector can load garments for bagging, sewing, respot, reclean or refinishing, and have them dropped where they belong. And the bagger can send her completed work on to the store and delivery rails. Riding on a single carrier, each order drops off automatically onto the proper rail as the carrier passes by.

We are quite familiar now with the store will-call conveyors that bring orders to the counter. It is only a short step mechanically to having the order picked off the conveyor by an arm and swung in front of the counter practically in the customer's hands. This last we did *not* see at the Philadelphia convention. But we had prophesied the previous developments in copy written before the convention, only to find they were already here right now. So we're not being *too* bold in predicting the last item, also.

Air-driven finishing equipment has been on the market for some time. Sales of the air-driven units are extremely high for new plants and for necessary replacements. In the face of the \$1.25-per-hour wage minimum, and its inevitable boost along the line, we anticipate a sudden surge in sales

of air-driven equipment to get the best production possible out of those three fatigue-hours at the end of the day.

There is a growing search for ways of cutting pickup time and costs. Reed Cleaners in Fargo, North Dakota, has drivers fill out the invoice instead of a pickup slip.

More cleaners are using the plastic embossed name-and-address stencils. One is trying to work out a way for the customer to stamp invoices with her own plastic stencil. If the customer will do that much, he says, he's glad to fill out the rest of the invoice. He'd have to check it for accuracy, anyway.

There now are marking tags with letters on them to show type of service desired, whether clean-only, clean-and-steam or de luxe finishing. When a mixed order comes in, all garments will carry the same identifying mark (e.g., 901). In addition, C or S appears in front of the number on those items only that require clean-only or clean-and-steam service. These tags, as usual, change color with each lot. However, if quick classification at the spotting board is necessary, a green flare tag can be stapled to the marking tag to show clean-only, and a yellow flare tag for clean-and-steam.

More machines are going to be employed for non-production functions around drycleaning plants. These range from industrial vacuum cleaners and powered floor scrubbers and waxers for the janitor to more of the simpler bookkeeping machines in the office.

* * * * *

It may be fitting as the close of this chapter on equipment developments to comment briefly on automation as pertaining to the drycleaning industry. We won't dare to predict anything in

that direction at the present time, even if investors are closing the gap between fact and the science fiction books.

However, the concept of automation as something tied to electronic tubes and transistors is only half the story. Production automation is dependent on two things: (1) a mass of items more or less of one category; (2) sensing elements that can distinguish the differences between the items handled and can set off "programming" to cope with each kind of item.

The flexibility of production automation depends on the variety and dependability of the sensing elements used. Thus sensing elements can be developed to determine dimensions, to show chemical content in some instances, to feel textures, temperatures, weight, solidity, density, flexibility, porosity, color values (if not actual hues), conductivity, pressure—you name it. If it has substance, it can be measured and probably be converted to usable data by the electronic tubes and transistors.

Of course, a tremendous mass of garments is needed, and all in one place. If the New York Central R.R. runs into greater difficulties, it might convert one siding under Grand Central Station into a fully automated drycleaning plant, about a block long. Put coat in one slot, pants in another, dress in a third. Get 'em back cleaned and finished in 22½ minutes exactly, without being touched by human hand. The New York Central may not do it, but it's possible the breakthrough may be made by one of the big chain operations that are predicted headed for oblivion due to coin-ops.

Well—it's possible!

HOW LEASING WORKS

A company wishing to lease equipment contacts a leasing firm and submits an application describing itself, its financial position, and naming the equipment it wishes to obtain. The company selects the supplier it wishes and arranges whatever price it can negotiate.

If the company qualifies, the process of delivering the equipment starts the day the papers are signed. Lease payments start when the equipment has been delivered.

LENGTH OF TERMS

Leasing is long-term. Normally it ranges from three to ten years, depending on the company and the size of the lease. Most leases fall between three and five years. Payments can be either equal monthly payments or tailored to any preference of the user and adjusted to any accounting system. Renewal options are available for one or more years.

COST

The cost is the original price of the equipment, plus a small leasing charge. The entire cost is paid in the original leasing term. Renewal options are standard and are available at very low cost.

TYPES OF EQUIPMENT

All types of equipment can be leased under a single master lease and covered by a single monthly lease payment.

PURCHASE OPTIONS

Purchase options are available, but not recommended. The reason is that purchase options can be interpreted by the Internal Revenue Department as converting a leasing agreement into a conditional sales contract. The effect of such an interpretation is to cost the user the benefit of deducting his full leasing charges as an operating expense.

How does leasing equipment compare in cost with purchasing?

THE QUESTIONS most businessmen ask about leasing are mainly these: (1) Does it actually work, and (2) how does it compare in cost with other methods of acquiring equipment?

The answers to these questions are well illustrated by the situation of a medium-sized Midwestern operation that recently leased equipment worth approximately \$30,000.

This firm was in a position to obtain this \$30,000 of equipment in any way it chose. It could purchase for cash, it could obtain an installment bank loan to finance the equipment purchase, it could buy through conditional sales contract, or it could lease the equipment. Why it chose leasing is, of course, the point of this story.

On a comparison of the real costs involved, leasing offered this firm the greatest potential profit. This may not be true for all laundries, but it is certainly true for many.

Leasing vs. cash purchase

This is a soundly run firm with sufficient liquid capital on hand to take \$30,000 out of its working funds to buy this amount of equipment outright. The company is also a profitable one with its sales volume expanding yearly. Its rate of profit on working capital before taxes is 31 percent. This is slightly over the industry average of 29 percent over the past five years. This is why this company was anxious to keep its working capital intact, so as to be able to earn the greatest potential profit. Actually, which-

By **ROBERT SHERIDAN**

*President, Nationwide Leasing Company
Chicago, Illinois*

ever method yielded the company the greatest net profit would be most desirable.

Terms for cash purchase were cash, net 30 days; depreciation method used by the firm is sum-of-the-digits. The lease plan covered a 10-year period, which is the average of the estimated useful life of the different pieces of equipment. It was broken into a three-year original lease term and seven one-year renewals. In the three-year original lease term the company paid the original price of the equipment (\$30,000) plus a small leasing charge. The seven one-year renewals were at the rate of 5 percent of the original purchase price, or \$1,500 a year.

The company's accountant then undertook an analysis to determine whether the greater total cash outlay under the lease plan (over the 10-year period) was offset by the profits earned on the working capital left free to work in the business.

Starting point of the analysis was the larger cash flow generated by the working capital retained in the business because of leasing. In the first year this amounted (in round numbers) to about \$21,000. This cash excess recurred in smaller amounts in succeeding years and in the later years of the lease was replaced with a cash deficit.

Projecting these figures over the 10-year period, the

company calculated the net profits it would earn by putting to work the additional working capital made available to it through leasing. The company also calculated the cumulative net profits earned on the cash excess and the after-tax retained net profits (which were added to the cash excess). Basis for the calculation was the company's average net profit on working capital, using the average of the previous five years. As mentioned above, this was 31 percent before taxes, or about 15 percent after taxes.

The outcome was that by leasing the equipment, instead of purchasing it for cash, the company would find itself about \$15,000 ahead in cumulative net profits after taxes at the end of the 10-year period of the lease. This is 50 percent of the original price of the equipment.

There is nothing mysterious in this, even though at first glance it seems fantastic that, after paying for equipment for 10 years, the firm could wind up with cash equal to half the original cost of the equipment. Nor is this the result of mathematical sleight-of-hand.

It reflects a simple fact: When a company (any company) takes \$30,000 (or any sum) out of its working capital and freezes it in equipment, the company gives up exactly the amount of profit the frozen capital would earn if used in the business. In a firm where working capital can earn profits at a favorable rate this can come to a hefty sum over a 10-year period.

All this is a simple, practical demonstration of a long-known principle of economics: Profits are earned by the use of assets, not the ownership of them.

Leasing vs. installment purchase

Now cash purchase is not as common among medium and smaller companies as among larger ones. More usual is purchase on conditional sales contract. This was also open to our client. Terms were fairly typical: 25 percent down payment with three years to pay the balance, with a financing rate of 6 percent per year on the original \$22,500 balance.

The same kind of financial projection was made as in considering cash purchase vs. leasing. Conclusion: If the equipment were leased, at the end of the 10-year period the company would be approximately \$9,500 ahead in greater cumulative net profits than if it bought the equipment on conditional sales contract. This \$9,500 represents 31 percent of the original price of the equipment.

To repeat, the "magic" lies in the way leasing permits working capital to stay in the business and earn profits.

Leasing vs. bank-financed purchase

Banks are essential to all businesses, but in making equipment loans, banks almost never lend 100 percent of the value of the equipment. At best, a bank will lend only 75 percent of the value of the equipment—assuming that the equipment is a common variety of salable machinery. Banks do not like to lend money on special equipment which has only a limited resale market, whereas leasing companies will lease any type of tailor-made equipment.

Also, banks cast a jaundiced eye on applications for long-term (more than one-year) loans to acquire equipment. Only a small portion of a firm's borrowing from its banks can consist of long-term equipment loans. Finally,

businessmen who believe that the rate on a 36-month chattel mortgage on equipment is the same rate as a 90-day note have not been active in the money market.

This aside, our client was in a position to obtain bank financing for his equipment purchase, covering 75 percent of the value of the equipment; 25 percent had to come out of his working capital. Finance rate was 5 percent of the original balance for three years. Using the same calculations made above, the company found that at the end of 10 years it would be about \$8,500 ahead in greater cumulative net profits after taxes, if it leased the equipment instead of buying through bank financing. This was 28 percent of the original cost of the equipment.

Leasing—pro and con

In addition to this single benefit of lower net cost through leasing, this company obtained other benefits, which are inherent in any leasing transaction:

1. The company's short-term credit position was not impaired by leasing. Only the lease payments for the current year are shown on the balance sheet as a liability, with the remainder footnoted. This is the proper accounting procedure.

2. The cost of the equipment will actually be paid out of earnings made during its use.

3. The leasing charges are legitimately deductible as operating expenses.

However, it should be said at this point that equipment leasing is not the cure-all remedy for ailments of business. There is one major factor cited as the main disadvantage of leasing: At the end of the lease term a company does not own the equipment.

This is a fact. Whether it is a disadvantage, however, depends on actual cases. We have just seen one case where *not owning* was an advantage. This is because the company earned more profits through not owning than by owning its equipment.

Not owning the equipment at the end of the lease term is a disadvantage only under one possibility: if the used equipment at the end of the lease is worth more than the additional profits earned as a result of leasing. This is a simple test and one which can generally be calculated without too much difficulty. Normally, because of the rate of obsolescence this is not the case.

There are three types of companies which will *not* find leasing advantageous:

1. The company which has all the working capital it needs, and which does not require any newer equipment.

2. Companies which earn less than 10 percent on working capital, *before taxes*, should not lease. Incidentally, this is not 10 percent on total investment. This is 10 percent on working capital *before taxes*, or less than 4.8 percent on working capital *after taxes*. It doesn't pay for such a company to pay a leasing company for use of outside capital.

3. Finally, marginal companies shouldn't lease. No leasing company will lease equipment to any company if the value of the equipment is greater than (at most) 50 percent of the company's net worth. This is a rule of thumb, but fairly accurate.

Within these limits, leasing has blossomed all over the map, and for many companies leasing has provided a golden opportunity to spurt ahead in sales and profits.

Manual for MANAGEMENT

THE CLEANING ROOM

Drycleaning Solvents

TWO TYPES of solvents are used in drycleaning: synthetic and petroleum. In the synthetic category, three different synthetic solvents have been used in this country: perchlorethylene, carbon tetrachloride and trichlorethylene.

Perchlorethylene, because it is less toxic and corrosive, has almost completely replaced carbon tetrachloride as a drycleaning solvent. It is by far the predominant synthetic solvent in use in this country today. So far as we know, no drycleaning machines for synthetic solvents other than perchlorethylene are now being built. Practically no trichlorethylene is being used for drycleaning because of its tendency to bleed fugitive acetate dyes at temperatures above 80° F.

In the petroleum category, Stoddard solvent and 140° F solvent are the two in common use.

Advantages of synthetic solvent cleaning:

1. Nonflammable — this means lower insurance rates, fewer zoning restrictions, simplified housing.
2. Short cleaning cycle, making it especially attractive for fast-service operation.
3. Easier to install—less labor required, less floor space.
4. Less heat required for drying, more solvent saved.
5. Greater solvent action on greases, oils, etc.

Advantages of petroleum solvent cleaning:

1. Fumes are not as toxic as those of synthetic.
2. Loads are not limited to the smaller capacities of synthetic machines.
3. Solvent is more stable, less corrosive than synthetic solvent.
4. Solvent cost per pound cleaned is lower than with synthetic solvent.

Industry trends as reported by the 1954 report of the U. S. Census of Business are as follows:

	Number	Volume (\$1,000)	Volume per plant
Drycleaning plants	27,432	\$1,085,105	\$39,600
With payroll	25,357	1,070,893	\$42,000
Without payroll	2,066	15,212	\$ 7,300

The census reported 9,849 synthetic solvent washers and 22,663 petroleum solvent washers. *Actually* there were more units of each type in use that year, but only 22,668 of the 27,432 reported their type of equipment. In 1948 three out of four plants were petroleum; in 1954 it was two out of three. (No break-down was made in the 1958 census.)

In 1948 one plant out of five was synthetic; in 1954 it was one out of three. Power laundries reported an additional 1,203 synthetic and 2,991 petroleum washers.

Solvent consumption during 1959 has been estimated as follows:

Stoddard	144 million gallons	(6.58 lb. per gal.)
140° F	5.2 million gallons	(6.65 lb. per gal.)
Perchlorethylene	152 million pounds	(13.47 lb. per gal.)

Petroleum Solvents

Standards for petroleum distillates used in drycleaning cover physical and chemical properties, methods of testing, certification of quality.

Standards for Stoddard solvent:

- (Commercial Standard CS 3-40)
 1. *Material:* Stoddard solvent shall be a petroleum distillate.
 2. *Appearance:* It shall be clear and free from suspended matter and undissolved water.
 3. *Color:* It shall be water-white or not darker than 21 by Saybolt chronometer.
 4. *Odor:* Solvent shall be free from rancid and objectionable odors.
 5. *Corrosive Properties:* Copper shall show not more than extremely slight discoloration when submerged in solvent for three hours at 122° F.
 6. *Doctor Test:* Solvent should react negatively.
 7. *Sulfuric Acid Absorption Test:* Not more than 5 percent of the solvent should be absorbed by CP sulfuric acid (93.2 percent).
 8. *Flash Point:* Shall not be lower than 100° F.
 9. *Distillation Range:* When a sample is distilled according to specifications, not less than 50 percent should be recovered when the thermometer reads 350° F and not less than 90 percent when the thermometer reads 375° F, and the end point shall not be higher than 410° F.
 10. *Residue:* When a sample is distilled the residue shall not be more than 1.5 percent.
 11. *Acidity:* Residue from distillation shall not show an acid reaction.
- A petroleum solvent meeting the above specifications is classified by Underwriters' Laboratories, Inc., in a class with kerosene in respect to fire hazard.

Standards for 140° F solvent:

The 140° F solvent has been developed in an effort to produce a workable solvent that would have a flash point

higher than that set for Stoddard solvent and would show a high degree of safety in regard to fire hazard.

The main specification required by the Underwriters' Laboratories for 140° F solvent is that the flash point be a minimum of 138.2° F. According to the Underwriters' listings this type of solvent is placed in a class between paraffin oil and kerosene.

The Stoddard solvent specifications are concerned only with the solvent and do not require any designated type of equipment.

In the use of 140° F solvent, specifications have also been set up in respect to the type of equipment in which it should be used for maximum safety. In some cases the equipment approved has been tumblers and drying cabinets. Some complete drying units have been approved for the use of 140° F solvent.

Approved drycleaning systems together with particular listed drying cabinets or tumblers are suitable only for use with listed cleaning liquids classified with respect to fire hazard and complying with the following specifications:

1. **Flash Point** (closed cup): Not lower than 138.2° F.
2. **Initial Boiling Point**: Not lower than 357.8° F.
3. **Ignition Temperature**: Not lower than 453.3° F.
4. **Lower Limit of Explosion Range**: Not less than .8 perc by volume in air at initial temperature of 302° F.
5. **Spontaneous Heating**: The cleaning material shall not heat spontaneously.

The color, odor, corrosion and Doctor tests are the same as for Stoddard solvent.

Along with the use of approved systems, the installation should be set up in accordance with the standards of the National Board of Fire Underwriters for safeguarding drycleaning and dyeing plants. Authorized inspectors should be consulted before installation.

The use of either of these solvents is regulated by the state fire marshal's office and the regulations vary considerably from one state to another.

Source—Anderson-Prichard Oil Corporation

Physical Properties of Perchloroethylene

Chemical formula	C ₂ Cl ₄
Boiling point, ° F	250.2
Latent heat of evaporation at boiling point, B.t.u./lb.	90.0
Specific heat, liquid	0.205
Viscosity, liquid (68° F) cp.	0.88
Surface tension (in air) dynes/cm.	32.32
	at 68° F
Specific gravity (20°/4° C)	1.623
Pounds per gallon (68° F)	13.55
Vapor pressure, mm. Hg. (68° F)	14.2
Evaporation rate (ether = 100)	9
Flammability, Underwriters' Laboratories rating	0

Perc-Saving Pointers

On the drycleaning machine, there are 13 things to watch for, as follows:

1. Make certain the door fits properly and snugly. Many plants actually operate with sprung doors. Check the gasket. It takes a lot of wear and tear and does wear out. *Keep a spare gasket on hand.* Leaking gaskets cost dollars in perc losses.

2. Make sure the deodorizer damper or flapper is functioning properly. Lint and other small deposits can hold them open and considerable air leakage occurs.

3. Check all unions and couplings. They can be tight one week and loose the next. Vibration or expansion and contraction because of temperature changes can cause these joints to loosen. Solvent may be leaking, drop by drop, and you will never see it on the floor or the machine since the

first drop evaporates before the second drop hits the surface. Remember this.

One drop per second lost this way can run up to 75 cents in an eight-hour work period. And this loss can go on the other 16 hours of the day, too.

4. Check all valves. Packing in valves is made soft enough to seal irregular surfaces. It does need replacement from time to time, before solvent starts to leak on the floor.

5. Check the filter operation. Make certain the cleaner is handling the muck correctly. Check his additions of filter powder, activated carbon and sweeteners—see that they conform to manufacturers' specifications. Insist on periodic checks to make sure the fatty acid count is within bounds; that the detergent charge is at the prescribed strength.

6. Check the filter head to see if the head gasket is holding properly. Have an extra gasket on hand, just in case.

7. Check the steam pressure on the still. It shouldn't exceed 35 to 45 p.s.i. More than this will carry over moisture and other impurities previously described.

8. Inspect the impeller on the pump if any major overhaul is in order. Pumps are relatively troublefree, but this is a good time to make a check. Make sure the gasket is sound after the pump has been reassembled.

9. Check the clutch and belt on your extractor cycle. If the basket doesn't go at full speed, not enough solvent is removed from the garments. Then an extra load is put on the reclaimer. Unless drying time is increased, a lot of solvent will be lost.

10. Make sure the button trap is kept closed. Here is why: The average trap opening is about one square foot. Air at 80° F. will carry about a quarter ounce of perc per cubic foot. If the air from the machine moves through the open trap at the rate of 1 foot per minute, then 15 ounces (nearly a pound) of perc are passed out to the atmosphere, in one hour.

11. Check the tanks for leaks and for moisture. The latter causes the leaks. Drain any moisture present at least weekly.

12. Make sure the machine has solvent temperature controls and the device is keeping the solvent at about 80° F.

13. Make certain the door of the machine is kept closed between loads and certainly at night when the machine is shut down.

There are 11 points on the check list for recovery tumblers. Have the tumbler as close to the wheel as possible to save perc during load transfers. Here, then, are the 11 maintenance pointers:

1. Just as with the cleaning unit, make sure the door is closing tightly and properly. Check the gasket. Have an extra one on hand so a bad one can be replaced without delay.

2. See that the deodorizing damper or flapper is lintfree and unobstructed.

3. Check the water separator. It does an important job and carries a lot of solvent. The lines are usually quite small and can get plugged with lint and other foreign particles. Do not let the discharge solvent run into open containers. This actually happens in some plants. All they are doing is wasting half the reclaimed solvent. Be sure that the water in the separator can flow freely to a drain.

4. Check all couplings and unions for leaks. The same high loss can take place in the tumbler as on the cleaning machine.

5. Make sure the lint bags are kept clean and changed frequently. Proper drying and perc recovery depend upon air flow as well as air temperature and condenser-water temperature. Lint will hold perc during the cooling period, then release it during the deodorizing cycle—into the open air.

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6. Make certain the fan blades are clean and free of lint. Lint impairs the air circulation and again holds perc which is lost into the atmosphere during the deodorizing cycle.

7. Keep the condenser tubes clean. Lint and dirt slow down the function of this important device, acting as insulation. These tubes, or fins on the tubes, can be easily cleaned with a blast of compressed air. The lint and dirt can also be brushed away.

8. Double-check on the temperature of the water. It should be from 80° to 90° F. on the discharge side. Warmer water will not condense the vaporized solvent fast enough. Too cold water will slow down the unit's ability to vaporize the solvent in the garments. Temperature control valves described in the first chapter of this series save hundreds of dollars, not only in better reclamation but in savings on water bills.

9. Is the cleaner overloading or underloading the tumbler? Either way it is costing you money. Vapor loss from each tumbler load is almost constant, whether you are drying a 10-pound or 40-pound load. Some of it goes up the stack, some is carried out with the garments. But you lose the same quantity with a small load as with a normal load. Whenever possible, run full-size loads. Don't overload.

10. Recovered solvent should go directly into a storage tank, not into an open vessel. Make sure that no back pressure can develop. If it can, it is possible that the solvent will back up to a point where it would be discharged through the water overflow and into the sewer.

11. Keep the tumbler door closed whenever the unit is not in use.

There are some general suggestions to follow. For example, be sure to replace bungs on drums and tanks whenever additions are made. Also, solvent transfer should be made with a vinyl plastic hose, not a rubber one.

Solvent Tests

Test for water in solvent:

Make sure test tube is clean and dry, then half fill with solvent to be tested. Add pinch of anhydrous copper sulfate. Shake test tube well, then allow to settle for a few minutes. Water is present in solvent if sediment has bluish tinge.

Test for soluble true soap in solvent:

The same test will indicate presence of soluble soap in sufficient quantity to cause building up of suds in washer, formation of jelly in still or scum on filter. Soluble soap present in solvent when it is shaken with copper sulfate produces flocculent precipitate (a spongy, flaky bottom layer).

Test for free fatty acid:

For accurate results, flask and 55 cc. graduate used for this test must be perfectly dry as well as clean. Either rinse with alcohol or acetone, requiring no drying, or, if washed with water, dry with cloth.

Pour 50 cc. of solvent to be tested into Erlenmeyer flask. Add 3 or 4 drops of phenolphthalein solution. Shake well. Next, using 100 cc. pipette, add 5 cc. of 0.0139 normal alcoholic potassium hydroxide (using synthetic methanol). While adding this solution, shake flask with swirling motion.

If pink color appears while the first 5 cc. is being added, amount of fatty acid in solvent is negligible. Each 5 cc. of testing solution that must be added to obtain pink reaction to phenolphthalein represents acid number of 0.1. If addition of second 5 cc. produces pink color, solvent is satisfactory to use. However, if it is necessary to add a third 5 cc.

before obtaining pink reaction, the solvent should be treated before further use. Up to this point, the use of one of the adsorbents will usually keep it in usable condition.

If more than 15 cc. of testing solution, indicating an acid number of 0.3, is required to produce pink color, solvent must be clarified. The acid number 0.3 has been established as point at which solvent should be clarified because odor has been traced to solvent with a slightly higher acid number.

The drycleaner should make this test every day. The potassium hydroxide should be fresh.

Test for solvent retention:

Petroleum plants using charged systems should be particularly concerned with solvent retention—that amount left in garments after extraction. Squeezing the last drop may induce other costs to rise. Finishing of excessively wrinkled garments far exceeds the solvent savings. Too little extraction, on the other hand, can add many dollars to supply costs.

Generally, the only difference between laundry and drycleaning extractors is the explosion-proof motor. Speeds and load capacities have not been altered to conform to the completely different conditions that exist. Problems of finishing laundered garments are not the same as for drycleaned fabrics that have special sizings, drape and other factors to concern us. All this can be affected by the moisture introduced through the charged system.

Drycleaning extractors should be set at a speed and running time that leave about 12 to 18 percent of solvent by weight in the garments to be deodorized. This will allow garments to deodorize in normal drying cycles, keep solvent costs in line and provide for easy finishing.

Here is how to check your solvent retention:

1. Select a test load and predry.
2. Weigh before cleaning.
3. Clean, drain and extract.
4. Weigh load.
5. Deodorize and reweigh.

The load is predried and weighed to determine the actual weight of the garments without moisture. The only variable remaining is the weight of the soil present, which is negligible.

After draining and extraction, the load is weighed. The increased weight is due to the solvent and the moisture added during cleaning. If you add the water by hand it is a simple matter to determine the liquid weight of the moisture. This weight is deducted in your calculations, since it has no bearing on costs. The final weighing after deodorizing is the check on your original load weight. For example:

Weight after predrying—	50 lb.
Weight after extraction—	58 1/2 lb.
Amount water added to load—	32 oz. (2 lb.)
Calculation —	58.5 lb.
less	2.0
	56.5
Predried weight	50.0
	6.5 lb. = weight of solvent

(Solvent weight) $6.5 \div 50$ (dryweight) = .13 or 13% solvent retention

If you have no way of accurately calculating the water addition, estimate approximately 1/2 ounce of moisture per pound of clothes cleaned.

Watch for these: Excessive extractor speeds or extraction time can cost money in extra finishing costs. So long as solvent retention falls between 12 and 18 percent, supply costs are in line. Overloading of extractors should be avoided. Garments should be packed, but loosely—not jammed. An inexpensive timer is a worth-while investment.

Tank Cleaning Method

Here is how a major machinery manufacturer suggests cleaning the tanks. Let the solvent run as low as practical, then remove all solvent from the tanks and store it in drums. Often the solvent supplier will help in providing storage facilities.

For each 100 gallons needed to fill the tank, use the following chemicals:

- 15 pounds of flake caustic
- 10 pounds of sal soda
- 5 pounds of trisodium phosphate

If these chemicals aren't available substitute 30 to 50 pounds of flake caustic per 100 gallons of water. Whatever is used should be dissolved in water before adding to the tank, and before the process is started the tank should be full of water. Check all vents to make sure they are open.

On underground tanks, connect a 1/2-inch steam line to the dirty suction side. This is the line that goes to the bottom of the tank. On aboveground tanks the connection is made to the bottom drain line. The steam should be turned on gradually.

Here is a word of caution. Steam should never be turned on full blast into caustic water. It boils easily and violently. A "feather" of steam will do the trick.

When the water begins to boil, steam and water will shoot out of the vents. The steam should be cut back just to maintain boiling. Boiling should continue for about one hour. The solution is then pumped out. If left in the tank to cool, it's possible that the congealed "gunk" will be too heavy for the pump to handle.

If there is some question as to whether the tank is empty, stop the pump and pour some cold water in the tank. Prime the pump and if the water brought up is cool, the job has been completed.

The tank should then be refilled with water which is brought to a boil and kept boiling for about 20 minutes. This should flush out any remaining dirt and grease. This is pumped out in the same manner as the cleaning solution.

A word of warning: Flake caustic is lye and can cause severe burns to the skin and eyes. All contact with it must be avoided. When handling it, the operator should wear safety goggles or a face shield. While making solutions, the caustic should be added slowly to the surface of the solution to avoid violent spattering. In case of any contact, immediately flush the skin or eyes with plenty of water and get medical attention.

Solvent Filtration

REMOVAL of insoluble impurities from drycleaning solvent in the filter is nothing more than a simple "screening" action. If all the dirt coming from the garments were in large, hard particles, the regular filter screens and bags would do the job without the need of filter powder. But dirt, sand, lint, and slimy and gummy substances make the picture totally different.

The screens and bags in your filter are extremely fine, around 200 mesh, which means there are approximately 40,000 holes to a square inch. If you use no filter powder, these holes are plugged in no time by the slimy and gummy substances. Then your filter pressure goes sky-high and you get no more than a trickle of solvent through the filter.

When you add a good filter powder (diatomaceous silica) to the solvent, the extremely fine diatom particles mix in the washer with the impurities and are carried to the filtering surface. These particles of powder collect on the filter screens or bags and break up the gummy coating of slimes and residues. They form pores or holes so fine they can only be

seen under a microscope, but through which the clean solvent can flow freely.

When the manufacturer made your filter to put out, for example, 3,000 gallons per hour, he did not guess at the amount of filtering area. It was figured out by engineers as approximately 33 square feet for each 1,000 gallons of filter capacity. Therefore, your 3,000-gallon filter would have about 100 square feet of screen area.

Suppose, for various reasons, your screens and bags have become so clogged with insoluble residues and slimy substances (through which the solvent will not pass) that only 50 percent of your filtering area is open to flow. In effect, you now have a 1,500-gallon filter instead of a 3,000-gallon filter, yet your pump is still trying to force through its full capacity of 3,000 gallons, thus developing excess pressure.

To know whether your screens in your vertical screen filter are clogged or not here is the procedure:

When you have completed a day's run, or when you consider the pressure excessive, shut off your pump and open the drain valve on your filter, allowing the solvent to drain off to a point just below the filter cover. Remove the cover and swing it aside so that you can see down between the filter screens. Now drain the solvent from the filter, slowly enough so that you do not disturb the filter cake. When the solvent level is below the tops of the screens, take a flashlight and inspect the condition of the cake on each filter screen.

You will note that some areas have no filter powder on them; some of the areas will be coated anywhere from 1/2 to 1 inch thick, and the rest of the screens will be splotted here and there with only a thin cake. Where there is no filter cake, there has been no solvent passing through; all the solvent went through those areas on which the powder is deposited in a reasonably thick cake. In the case of a horizontal type filter, where the filter powder lies on a flat plane, this "spotty" cake is not found, due to the fact that its construction causes even distribution of the filter powder.

If the screens had been properly cleaned and kept clean by proper precoat, the filter cake would be uniformly distributed and of even thickness and color texture.

Cleaning filter screens

In most petroleum plants flat or tubular screens are most commonly used. Once, and preferably twice a year, the screens should be removed. This should be done carefully to avoid damage to the screens and fittings.

Flat screens should then be placed in a tank or tub in a vertical position, just as they are when inside the filter. The container must be tall enough to completely immerse the screens.

The cleaning solution is water to which caustic soda has been added at the rate of 1 to 2 pounds of caustic for every 5 gallons of water. This is brought to a boil by injecting steam and then the screens are placed in the solution to be treated for at least 30 minutes.

Next, the screens are rinsed in another container of boiling water, then steamed thoroughly from top to bottom with wet steam.

Here are two important things to remember: First, the steaming must be done immediately, before the screens cool off. If that happens, the impurities will harden on the screens and be almost impossible to remove. Second, start at the top of the screens and work down so that the impurities will be flushed away as the work proceeds.

Only one screen should be done at a time. As the steam flushing is finished, the screen should be wiped dry and then placed in a drying cabinet or boiler room where the warm air will completely dry it before it is put back into the filter. It's a good idea to do this on a weekend so that the screens have sufficient time to dry.

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Cleaning with steam only

If you have tubular filter screens and they aren't too dirty, here is a suggestion for cleaning them with steam only. Obviously they should be cleaned from the inside out. To do this, take an ordinary $\frac{3}{8}$ -inch pipe about 4 feet long. Thread and cap one end. Then, for a distance of about 12 inches from the cap, drill a series of small holes at 90 degree centers.

Connect the other end of the pipe to the steam line. Remove the tubes from the filter and place the $\frac{3}{8}$ -inch pipe inside the tube all the way to the end. Turn on the steam and slowly withdraw the pipe, meanwhile turning it with a twist of the wrist. This will flush the entire surface of the tube, from top to bottom.

There may be some cases where a plant is not equipped or inclined to take care of its own screen boiling. Any local electroplating or radiator shop will do the job for a modest cost.

Precoat and operation

First, fill the washer to the proper level and the filter full of clean solvent. In filling the filter, keep the air valve open until solvent starts to run out, signifying that it is full. Now, close the air valve and add to the clean solvent in the washer one pound of filter powder for each 10 square feet of screen area. Start the washer and mix the powder thoroughly with the solvent. Then you can start the pump. Allow the solvent to circulate through the filter and washer until it shows clear in both sight glasses.

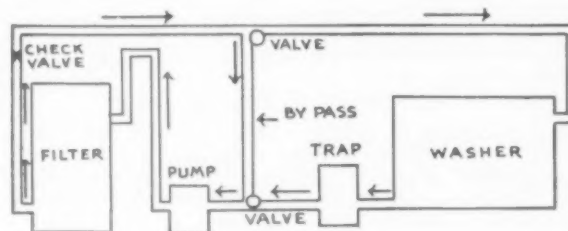
You are then ready to start your daily operation.

The most important thing to remember during the day's cleaning is that filter powder should be used on *every* washer load. The next most important point is to use the right amount of filter powder—not too much, not too little. If one load is run without filter powder, the surface of your filter cake will start to slime over and become partially plugged, with more than normal pressure rise. This condition becomes worse for each succeeding load run without filter powder.

In a test run by a solvent manufacturer, it was found that using only $\frac{1}{4}$ pound of filter powder on *every* load cleaned more garments per pound of pressure rise, yet used 27 percent less filter powder per 1,000 pounds of garments cleaned than when three times this amount ($\frac{3}{4}$ pound) was added in *every other load*.

Another extremely important point is that, on the vertical type filter, there is nothing to hold the precoat or cake on the screens. There should be a by-pass valve to allow the

solvent to keep circulating and hold pressure against the cake when no washers are running on the filter. If the pump is stopped when you are not filtering there is no pressure, and parts of the precoat and filter cake will fall off and leave the screen bare. When you start to filter again, these bare spots quickly plug up and the pressure rises faster than normal.



Use of by-pass maintains filter cake by continuing pressure with the pump while the washer is idle or on soap run. Also, extension of filter inlet and outlet above solvent level in filter maintains solvent level above filter cake. Check valve prevents solvent on outlet side from dropping back and pushing the cake off from inside the screens.

The same result occurs when the filter is started the first thing in the morning—after the pump has been off all night—without applying a precoat. If only one load is run through a precoat before shutting down for the night, a new precoat must be put on before starting to filter the next morning. Again, this does not apply to horizontal filters.

Three cardinal rules to remember in securing more and better cleaning with economy of filter powder are:

1. Start with and keep screens thoroughly clean with all mesh openings clear for solvent flow.
2. Determine the proper amount of filter powder to use per load of garments, according to the size of the load and the condition of the garments (1 to 2 pounds for every 100 pounds of garments). Use the correct amount in *every* washer load.
3. Keep pressure against the filter cake at all times when operating a vertical type filter, either circulating through the washers or a by-pass valve. Always precoat again after the pump has been stopped even for a short time.

A new filter design recently put on the market does not require the conventional precoat procedure. Filter powder is added only once at the beginning of the day. The filter is automatically backwashed and recoated after each load.

Source—Dicalite Division, Great Lakes Carbon Corporation

Minimum Filter Powder Usage

Stoddard and Large Synthetic Solvent Filters

Small Synthetic Solvent Filters

For Precoating

Filter Capacity	Amount of Powder
1000 gal. per hr.	2 pounds
2000 gal. per hr.	4 pounds
3000 gal. per hr.	6 pounds
5000 gal. per hr.	8 pounds
8000 gal. per hr.	14 pounds

Use 1 ounce for each square foot of filtering cloth or screen.

For Addition With Garments or to Powder Trap

No soap used—add 1 lb. powder to 100 lb. of fabrics.

Soap used—To break run*—1 lb. powder per 100 lb. of fabrics.

To filter rinse—1 lb. powder per 100 lb. of fabrics.

* If no break run is carried out, double quantity of filter powder is used for filter rinse.

Use $\frac{1}{2}$ lb. for each 50 lb. garments cleaned. Examples: If 50 lb. garments make four loads, add 2 oz. with each load. A less effective method is to add $\frac{1}{2}$ lb. every four loads. Add powder with garments when possible—otherwise at trap.

Source—Johns-Manville Sales Corporation

Use of Activated Carbon

The popularity of the charged system has increased the need for careful control of solvent contamination. Activated carbon offers one of the best means of preventing the build-up of solvent contaminants, especially water-soluble dyes which become dissolved in the solvent. By daily use of the recommended carbon dosage, the color of the solvent can be maintained at a safe level and the amount of distillation required can be kept to a minimum.

The "after precoat" method of using carbon is recommended as a daily procedure. After the filter is precoat with the proper amount of diatomaceous filter aid, the after precoat of carbon is applied. Carbon, mixed with filter aid, is added directly to the wheel. Run the washer for a few minutes to wet and disperse the carbon thoroughly. Then recirculate the solvent through the filter until the sight glass is clear. Under normal operating conditions no more carbon will be needed during the day.

To avoid dusting while handling carbon, modern premium grade carbons are packaged in convenient 1-pound paper bags. The top of the bag is torn off and the carbon is gently poured from a height of not more than 2 to 3 inches.

The table shows how much filter aid and carbon to use.

Activated Carbon Daily Dosages

For Petroleum and Synthetic Systems

Step 1: Apply precoat Filter Size	Step 2: Apply "after precoat" Premium carbon plus filter aid*
1,000 gal./hr.	2 lb. 1/2 bag plus 1/4 lb.
1,300 gal./hr.	3 lb. 1/2 bag plus 1/4 lb.
2,000 gal./hr.	5 lb. 1 bag plus 1/2 lb.
3,200 gal./hr.	7 lb. 1 1/2 bags plus 1/2 lb.
5,000 gal./hr.	10 lb. 2 1/2 bags plus 3/4 lb.
8,000 gal./hr.	16 lb. 4 bags plus 1 lb.
10,000 gal./hr.	20 lb. 5 bags plus 1 1/2 lb.

* Use diatomaceous earth-type filter aid.

As a general rule, use one-half bag of 1-pound premium grade activated carbon for every 1000 gal./hr. filter capacity.

These dosages are not rigid. The cleaner will have to make adjustments suited to his own method of cleaning, schedule of loads, frequency of distillation, etc.

When it is necessary to add carbon during the day to handle emergencies, such as a sudden increase in color due to a bleeding dye condition, it should be added to the button trap. Open the bag and gently pour the carbon into the button trap while solvent is being pumped through the filter. Do not have any garments in the washer.

If carbon is to be used to clean up an accumulation of dirty solvent, add the carbon directly to the washer on the basis of about 3 pounds of carbon for each 100 gallons of solvent. Run the washer for 20-30 minutes with no filter circulation. Then circulate the solvent for another 20-30 minutes through the filter. If this dosage is not sufficient, repeat the procedure.

Source—Darco Department, Atlas Powder Company

Use and Characteristics of Sweeteners

There are certain adsorptive filter aids that have characteristics that must not be confused with those of standard filter powders. The adsorptive filter powders have been treated with magnesium or aluminum silicates, or similar compounds, to give them an ability to strain out soluble impurities that otherwise are able to pass through the filter cake. Some of these adsorptive filter powders have been effective in prolonging the interval between distillation periods.

Since the rate at which the magnesium silicate is used up depends not only on the type and amount of soil in the garments but also on the amount of fatty acid released from the soap used, it is difficult to prescribe exact formulas. Also, it may be necessary to add soap to the charge for any loss in strength caused by the sweetening agent.

The rule of thumb for one such powder is a precoat of 3 pounds per 1,000-gallons-per-hour filter capacity, plus 1 1/2 pounds to each 100-pound load of lightly soiled garments. Care should be taken to add the adsorptive filter powder through the trap or at the outlet of the washer, as it has a tendency to cling to fabrics.

Pumps for Filter Circulation

Filter Gallons Per Hour	Size of Suction and Discharge Pipes	r.p.m. Pump Pulley	Diameter Pump Pulley	Gallons Revo- lution
400	1"	450	4 3/4"	0.015
600	1"	650	4 3/4"	0.015
1000	1 1/4"	375	7"	0.044
1200	1 1/2"	230	10"	0.087
2000	2"	265	10"	0.125
3200	2"	235	12"	0.235
5000	2"	350	12"	0.34
8000	3"	250	24"	0.53

Source—Viking Pump Co.

Chart above shows pump size recommended for each size of filter and speed at which each should operate to produce intended flow rate when diatomaceous filter aids and "sweeteners" are being used

THE SPOTTING DEPARTMENT

Common Spots

Albumin (milk, fish slime, egg, etc.): In some instances egg should first be scraped or brushed from the fabric as much as possible while it is dry. These stains should be digested first (before drycleaning, if possible). In digesting remember: Keep it wet, keep it warm, give it time, and keep it neutral as to acids or alkalies.

After digestion spot with a neutral lubricant followed by ammonia, if the dyestuff will withstand it. Then dry the

garment, prespot with a wet-and-dry-side paint remover and dryclean.

Today's fabrics are often treated with permanent resins, including urea formaldehyde and melamine formaldehyde resins. The protein of albuminous stains will often combine with the formaldehyde of the resins and form a very permanent stain. Therefore on resin-treated fabrics all efforts frequently result in failure. This is a recent development that has been confounding spotters who previously had been able to remove such stains.

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Argyrol: It is advisable to digest argyrol stains first. Then apply water or the steam gun to flush color as the stain is dissolved, thus preventing it from spreading to wider areas. Cover the stain with iodide crystals, allowing the crystals to dissolve in the water already applied to the fabric. Or, tincture of iodine can be used. Let the iodide solution soak for a few seconds. Work with spatula and flush out. Dab the stain with hypo crystals (enclosed in a cheesecloth bag) which first have been immersed in a 10 percent ammonia solution. Flush out thoroughly with water.

Sometimes the argyrol is in an albuminous solution. In this case, digest to release some of the stain, then follow the above procedure.

Berry: Wet the stain with the steam gun and flush out thoroughly by repeated applications of a neutral lubricant. Then apply a general formula, 28 percent acetic acid or 10 percent formic acid. Flush the stain again. Apply ammonia. This type of stain will generally alternate from pink to blue with acids and alkalis. When this occurs, sometimes sodium bisulfite applied with a bone spatula will overcome the indicator dyestuff.

If a stronger bleach, such as sodium hydrosulfite, titanium sulfate, chlorine, etc., can be used, that might be advisable. This will depend upon the fiber and the fastness of the dye.

Blood: Whenever possible dry-brush blood stains from the fabric and spot before drycleaning. In many cases spotting with a neutral lubricant will make it possible to flush the greater portion of the blood from the fabric. In extreme accident cases it is very often advisable to soak out the garment in cold water to rinse the heavy portions from the fabric.

If the above procedures have been used without complete success, it will be necessary to resort to digestion. If the garment is generally covered soak in a digester bath. If only spots remain, digestion on the board might be possible. The area can sometimes be kept warm and wet by soaking the stains between wet, hot towels.

Last traces of stains can sometimes be removed by the use of hydrogen peroxide or sodium perborate.

Should the stain still remain, prespot the area with a wet-dry-side paint remover and dryclean the garment.

Candy: This type of stain is usually very easy to remove. Once the stain is broken up by tamping with a brush or using the bone spatula it can readily be flushed from the fabric with water and a neutral lubricant. Sometimes a vegetable dye may remain which can often be removed by applying ammonia and flushing with a steam gun. Should dye traces still remain it will be necessary to use bleach.

Carbon (soot, gutter splash, etc.): This type of stain has usually contacted the fabric in a wet state. Therefore, because these stains are somewhat soluble on both wet and dry sides, it will be found that a prespotting emulsion that contains both water and dry-side solutions is most effective. Then dryclean the garment.

After drycleaning, it is preferable to treat the stain on the wet side. Wet out with the steam gun and apply a neutral lubricant or a thick wetcleaning soap. Work the stain with a spotting brush or spatula and flush out. Repeat until all of the carbon has disappeared, then flush out with the steam gun and dry.

Occasionally a stain will remain, particularly when carbon paper was the cause. This is a dye rather than carbon and should be treated with general formula after all the carbon has been flushed out.

Bleaching procedures are not effective on carbon stains.

Coca-Cola: See "Soft Drinks."

Cod liver oil: See "Oxidizing Oils."

Coffee (tea): These stains should be treated before drycleaning whenever possible. Flush as much of the stain as possible with a neutral lubricant. Then add a general formula or 28 percent acetic acid along with some neutral lubricant and flush the stain. Repeat this several times.

Any stain remaining will have to be removed by bleaching. Chlorine is very effective on the yellow stain remaining but such a bleach damages wool. The color of the fabric must also be considered before resorting to bleaches.

Cooking and salad oils: See "Oxidizing Oils."

Corrosion, metallic: Flush the stain thoroughly with the steam gun and a neutral lubricant. Work with a bone spatula or spotting brush as necessary. Commercial wet spotters are sometimes effective on this stain but care must be exercised so that a loss of the base color does not occur when using them. Flush the stain thoroughly and apply a rust remover (not on metallic fabrics or weighted silk). Then prespot the stain with a wet-dry-side paint remover and dryclean.

Dyes: Dye stains are generally considered to be wet-side stains. Their removal depends on the fastness of the dye stain itself as compared with the fastness of the base dye.

Soaking out such stains in water and a neutral lubricant, while slow, is probably the safest and the most effective procedure.

If soaking with a neutral lubricant does not remove the stain, then first test a sample of the garment fabric to determine the fastness of its dyestuff. If, for example, the base dye is fast to ammonia, it would be advisable to soak the foreign dye stains in ammonia and a neutral lubricant. If the base dye is fast to acids, then an acid such as 28 percent acetic could be added to the neutral lubricant.

The foreign dye may bleed with the opposite of the base dye of the garment. Then dye removal can be accomplished without damaging the base dye. Should the foreign dye bleed to the same agent to which the base dye bleeds, it becomes a battle of dyestuffs to see which will clear from the fabric first. In such a case the risk of damaging the base color is quite great and care must be exercised.

If such soaking procedures have been attempted and dye stains still remain, it is usually necessary to resort to bleaching. On colored garments a milder bleach must be used, such as hydrogen peroxide or sodium perborate. Acetate dyes are generally quite resistant to oxidizing bleaches and therefore even a 1 percent solution of chlorine bleach can be used in removing a foreign dyestuff, if the base dye is an acetate dye. If the foreign dyestuff is an acetate dye the problem becomes almost impossible unless prolonged soaking does the job.

Food: Apply water with the spotting brush and tamp, or flush with steam gun or water spray gun. Then, depending on the stubbornness of the stain, follow with a neutral lubricant. Manipulate with the brush or spatula and flush out with the steam gun.

Stains that do not respond to the above treatment probably either contain albumin or are held to the fabric by sizings. In either case, the answer is spot or bath digestion.

Glue, rubber or cellulose: Apply solvent or a volatile-type paint remover to the stains. Then add amyl acetate. Amyl acetate works slowly and so time must be given. Rather than add a large quantity at one time, repeated applications, as it evaporates off the fabric, are advisable. In some instances an oily-type paint remover can be added after the amyl acetate which tends to reduce the evaporation rate

and thus soak out the area. The stains will gradually be dissolved; the garment should then be recleaned.

Carbon bisulfite and benzol are sometimes advocated but both are highly inflammable and carbon bisulfite has a very bad odor which sometimes causes a problem. Therefore most spotters do not use them.

Glue, vegetable or animal: These glues are generally soluble on the wet side. In many cases digestion is advisable, followed by spotting with a neutral lubricant and ammonia—provided the dyestuff will stand it.

Grass: Remove these stains before drycleaning, if possible. Flush with solvent and apply a wet-dry soap, work with the spotting brush or spatula and dryclean immediately. If the green in the stain is heavy and bright, add a little amyl acetate to the prespotter.

To remove on the wet side, flush with the steam gun or water, apply a neutral lubricant or, preferably, a wet-dry soap. Brush with the spotting brush or work with the spatula, then flush with the steam gun. Repeat several times, if necessary. If this fails to clear up the stain on colored fabrics, apply general formula, working with the brush or spatula, and flush with the steam gun.

White garments may be bleached with sodium perborate or hydrogen peroxide. White cotton and linen may be given a chlorine bleach, if necessary.

Indelible pencil: Place a piece of cheesecloth under the stained area to absorb bleeding dye, and apply a light feather of steam or water spray. Turn cheesecloth frequently so bled dye cannot come in contact with the fabric, and replace it when necessary. When the dye stops bleeding with the application of the steam gun, remove the cheesecloth and work the stain with either neutral lubricant or general formula. Then replace the cheesecloth and flush with the steam gun, repeating until no more dye can be removed.

On white or pastel fabric, remaining traces can be bleached with hydrosulfite or hydrogen peroxide. Sometimes the hydrosulfite will appear to remove the stain, only to have it return after flushing. If this happens, hydrogen peroxide should do the job.

For this type of stain it is important to check the pocket before starting, since pencil points often break off. Turn the pocket inside out, even if you must rip a seam, to ascertain if there is a stain which might later bleed from steam from the press or even perspiration from the wearer's body.

Ink (India, indelible, ball-point, printer's ink, etc.): These inks all fall in the category of dry-side inks. They are usually heavy inks that lie mostly on the surface. Towels or cheesecloth should be handy to absorb the great amount of bleeding dye. First apply solvent to the stains. Then begin by applying an oily-type paint remover. Flush from the fabric with solvent or a volatile-type paint remover. Repeat this operation as long as bleeding takes place. Ball-point ink is readily removed in this manner and the garment can then be drycleaned. Be sure to remove as much of these inks as possible on the dry side before drycleaning the garment.

Should stains still remain, spotting with a neutral lubricant and a wet-side-dry-side paint remover is advisable. Flush this solution from the fabric very thoroughly with water and don't apply the steam gun very close to the fabric. A neutral lubricant and ammonia might then be tried. Beyond this point it will be necessary to resort to bleaching to remove any traces of the stains.

Ink (blue, blue-black, black, etc.): Inks of this type are wet-side inks and not very responsive to dry-side solutions.

Keeping in mind that there will have to be an absorbent under the stains to pick up the bleeding dye, begin by first

adding water and a neutral lubricant. This will immediately start bleeding. Blot up as much of the bleeding dye as possible by using blotting paper on the stain directly as well as towels and cheesecloth under the stain. Repeat this procedure so long as dye is being removed. Do not be too quick to leave this operation.

After bleeding has stopped apply an acid-type spotting agent such as 28 percent acetic acid, 10 percent formic acid, general formula, or an ink remover. Using one of these in conjunction with a neutral lubricant will again start the ink bleeding. Continue this until no bleeding occurs. Then apply a rust remover to remove any iron tannates that might be present. Flush again with a neutral lubricant. Then apply ammonia.

Any traces of color remaining will have to be removed by bleaching.

Iodine: Flush out the area with steam or water to remove excess coloring. Wrap a few crystals of sodium thiosulfate (hypo) in a cheesecloth and after immersing it in a dilute ammonia solution dab the stain with this ammoniated hypo. Continue dabbing until the last traces of the stain have disappeared, then flush out with the steam gun, feather out and dry. To loosen up old, hard-set iodine stains, first flush with the steam gun and apply a neutral lubricant with ammonia. When no more color is moved, follow as above.

Iron rust: Wet the area with the steam gun or water and apply a drop or two of a commercial rust remover. If the stain does not disappear immediately, apply a light feather of steam.

Lipstick: If this stain is treated before drycleaning it is not a difficult job. Saturate the stain with solvent or a volatile-type paint remover. Have a towel or cheesecloth underneath the stain to absorb the bleeding dye and pigment. Apply an oily-type paint remover if lubrication of the stain is necessary. Follow by flushing the stain with a volatile-type paint remover or solvent. Then dryclean the garment.

After drycleaning this stain is difficult to remove, particularly if the garment has gone through the tumbler and thus been exposed to heat. Much of the lubrication natural to the stain has now been removed so the first step is to relubricate it with an oily-type paint remover and flush the area with solvent or a volatile-type paint remover. Continue this as long as bleeding takes place. Then reclean the garment.

Should the stain still remain the problem becomes one of dye. Spot the stain with water and a neutral lubricant and flush as much of the dye from the fabric as possible. When all bleeding has ceased, begin adding ammonia to the stain. This will start bleeding again. Flush with water from the steam gun and a neutral lubricant. This will generally remove such stains. If not, bleaching will be necessary.

Meat sauces: Flush such stains with water and a neutral lubricant. Dry the fabric. Then apply solvent to the area and spot the stains with repeated applications of a volatile and an oily-type paint remover. Dryclean the garment.

Metallic corrosion: See "Corrosion, Metallic."

Mildew: Flush with the steam gun and apply a neutral lubricant to which ammonia has been added, or a wetcleaning soap. Tamp with the spotting brush or work with the spatula and flush with the steam gun. Where traces remain on white or light-colored fabrics, spray with peroxide, allow a little time for oxidation, then flush out.

Where large areas are affected, brush with a wetcleaning soap, rinse thoroughly, then give a light bleach in a perborate bath. Even colored fabrics may be cleaned by permitting them to remain in the bleach for a short period, watch-

ing closely for effect on the basic dye. On white linen, cotton or rayon a chlorine bleach may be used effectively.

Mud: Let the stain dry thoroughly, then dry-brush as much as possible from the surface of the fabric. Then flush the area with water and a neutral lubricant. Dry the garment. Should any traces remain, prespot the stains with an emulsion of water and drycleaning detergent, then dryclean.

Mustard: Saturate with the steam gun or water and apply neutral lubricant with formic or acetic acid, or a general formula. Work with the spatula or spotting brush and flush. Repeat procedure until no more color is removed. Then, on white or light-colored fabrics (or colored fabrics that withstand a test for dyefastness) apply hydrosulfite bleach, sodium perborate or hydrogen peroxide. Chlorine bleach may be applied on white cotton, linen or rayon. This is one of the few stains that can seldom be completely removed.

Nail polish: Nail polishes are usually readily soluble in amyl acetate. Be sure to give the amyl acetate time to dissolve the nail polish and keep the stains saturated with amyl acetate by repeatedly applying a few drops. When the stain has been dissolved, rinse the garment in the drycleaning washer.

Oxidizing oils (linseed, cooking oils, mayonnaise, cod liver, etc.): This stain can be a very simple one to remove or be impossible, depending on the degree of oxidation. Therefore it is urgent to spot this stain as soon as possible and before drycleaning.

First apply some solvent to the stain and then an oily-type paint remover. Work well into the stain. Follow with a volatile-type paint remover. Tamp the spot well with a brush and dryclean the garment.

If the stain remains after cleaning, a wet-and-dry-side paint remover used on the wet side will sometimes improve the stain.

These stains can usually be identified by their characteristic cross design in the fabric. A highly oxidized stain will generally be dark to black in color.

In extreme cases a formula of one part pyridine and nine parts of solvent or oleic acid can be used to advantage.

Paint and pigments: Paint and pigments should be removed before drycleaning whenever possible. Drycleaning and tumbling tend to dry out and oxidize the oils in the paint, making removal more difficult. Before drycleaning, paint spots can readily be removed by the use of both volatile and oily-type paint removers alternately. Then dryclean the garment. After drycleaning, a greater effort toward re-lubricating the paint stain will be necessary by the use of an oily-type paint remover. Then a volatile type can be used to help dissolve the pigment. Paint is most difficult on cotton fabrics and almost impossible to remove from leather.

Care should always be exercised in using a bone spatula in conjunction with paint removal because digging with the point can result in severe damage to the dyestuff or fabric.

Pencil, indelible: See "Indelible Pencil."

Pencil marks: See "Carbon."

Perfume: Perfumes usually contain a very high percentage of alcohol, which bleeds acetate dyes profusely. Therefore in many cases (wherever acetate dyes are present) perfume stains will mean that the dye has bled to form a dark outer ring of built-up dye. In almost all cases nothing can be done to overcome this condition short of redyeing.

In an attempt to remove the stain it would be advisable to flush the area well with a neutral lubricant and water. Then

add an acid spotting agent such as 28 percent acetic acid or general formula. Flush the stain well and dry.

Perspiration: Spray with a steam gun or water and apply a neutral lubricant. Tamp the area with a brush and flush thoroughly. Add a little ammonia, if necessary, to the neutral lubricant, tamp and again flush the area.

Sometimes color changes occur under the arms. The color can be restored by the application of 28 percent acetic acid or 10 percent formic acid.

In charged-system operations garments can generally be introduced into the washer without drying, provided the system is adequately charged to absorb this moisture and the humidity factor of the solvent system has not been exceeded.

Road oil: See "Tar."

Rubber glue or rubber cement: See "Glue, Rubber."

Shoe polish: Prespot before drycleaning whenever possible. Lubricate the stains thoroughly with an oily-type paint remover, then flush the stains with a volatile-type paint remover. Continue this as long as bleeding takes place. Then dryclean the garment.

Any stain that remains after drycleaning is usually a leather dye that is very difficult to remove. Saturate the area with steam or water and lubricate thoroughly with a neutral lubricant followed by ammonia. Flush the stain thoroughly.

Silver nitrate: Flush with the steam gun or clear water, add a drop of iodine or put a few crystals on the spot, and leave this on the stain for 30 seconds to one minute. This converts the silver nitrate into an iodide salt, which is soluble in ammonia and sodium thiosulfate (hypo). After thoroughly flushing out the stain formed by the combination of iodine and silver nitrate, dab the affected area with a small amount (half teaspoonful) of hypo crystals wrapped in cheesecloth which has been saturated in dilute ammonia. Flush, feather out and repeat the process if necessary.

Soft drinks: Flush with the steam gun or clear water and apply a neutral lubricant, possibly adding acetic or formic acid. Work with the spatula or spotting brush and flush with the steam gun. If necessary, follow with a few drops of general formula and again work with the spatula or brush and flush. Last traces of color on white or pastel garments (or on darker garments after testing for colorfastness) may be bleached with hydrogen peroxide or a few drops of hydrosulfite.

Soot: See "Carbon."

Syrup: See "Candy."

Tar: Saturate the area with drycleaning solvent. Then work an oily-type paint remover well into the stain. Flush the area with a volatile-type paint remover and dryclean the garment.

In some cases a yellow stain may remain. This type of stain may be removed by the use of a few drops of carbon disulfide but this material is very inflammable and carries a rather repulsive odor. Fortunately most tar can be removed without resorting to this extreme.

Tea: See "Coffee."

Vomit: This stain often involves large areas of a garment. In some instances the substance has dried. As much as possible should be dry-brushed from the fabric. Then, if the plant is operating on a charged system, a water gun can be used to wet down the affected areas and a neutral lubricant can also be brushed into these areas. Then dryclean garment.

It may be necessary to digest such stains. This may involve a local operation or immersion of the entire garment in a digester bath. The latter, of course, will involve wet-cleaning the garment.

Spotting Tips

1. Keep tight corks or covers on all spotting agents. Only solvents safe for use on all fabrics should be kept conveniently at hand.

2. Many fabrics are weak when wet. Use a tamping action with a brush.

3. After use, spotting brushes should be hung up to dry or left face down so the water drains from the bristles. Soaking in water swells the fibers and splits the wood base.

4. Keep spotting brushes in shape. Uneven bristles cause inaccurate applications of solvents and may hurt the fabric.

5. Gouging with the point of the spatula will lead to damage claims. Excessive rubbing with a bone spatula, particularly on hard-finished fabrics such as taffetas, will often cause a loss of color.

6. Acetate dyes bleed profusely with alcohol and slightly with acids. Keep this in mind when using acid spotting agents and some prespotters that contain alcohol.

7. Use a dropper to apply spotting agents. Frequently a few drops will do the job; when small amounts are employed, removal of the agent is simplified.

8. Remember that wool dyes bleed with alkalis such as ammonia. Be careful in using hot soap solutions or using any alkali in conjunction with the steam gun.

9. Before resorting to wetcleaning consider the possibility of handbrushing with emulsions of drycleaning detergents and water or spraying down the garment before rerunning in a charged-system operation.

10. When applying a digester to an albuminous stain make certain all the soap, alkali or acid is thoroughly rinsed out.

11. Do not use rust removers on the glass top of a spotting board. Keep any of the sulfur bleaches such as sodium hydrosulfite from coming into contact with metal while it is used on a fabric. A black metallic oxide stain will result.

12. In using a steam gun keep the jet moving at all times, and keep it about 3 inches from the fabric. Getting the jet too close to the fabric may result in fuzzing.

13. Remove all spotting agents from the fabric. If they are dry, like paint removers, flush them out with a dry solvent. If they are wet, like ammonia or dilute acetic acid, flush them out with water.

14. In drying garments circulation of air is more important than high temperatures.

15. Know when to quit. In cases where it is impossible to remove the stain without danger to the fabric, it is better to leave the spot than ruin the garment.

Stains To Be Prespotted

Stains that are set by the heat encountered in drycleaning and pressing should be recognized readily by markers and spotters. The following stains should always be removed in prespotting:

Blood: A stain red to brown in color, both absorbed and built-up, usually found on the fronts of garments.

Coca-Cola, root beer, beer, etc.: Stains of this type often develop into difficult stains. Working them before exposure to cleaning and heat is advisable.

Coffee: Color will vary from light brown to dark brown depending on the amount of cream in the coffee; entirely absorbed. Stain will tend to spread in wide splotches with irregular edges.

Lipstick, rouge: Partial removal of the pigment may leave dye remaining unless stains are adequately lubricated before cleaning.

Mud: Exposure to the drying effect of solvent and heat causes clays present to bake into an insoluble state.

Oxidizing oils (cod liver, mayonnaise, etc.): Once these stains become oxidized through aging or exposure to heat they are impossible to remove.

Paint: See "Lipstick."

Perfume: May be identified by odor and location on front of garments. In pronounced cases may leave a round or circular stain, light in center with the dissolved dyestuffs pushed out to the circumference in a dark, heavy ring.

Pigment dyes: A common stain on the seat and shoulder of a garment, usually picked up from leather upholstery.

Road oil, tar, asphalt: Black, built-up stain with a rough, uneven surface and irregular edges. If fresh, has a distinctive odor.

Syrup: Sticky when wet; often identifiable by odor.

Tea: Similar to coffee, but more tenacious.

FABRICS

Burning Tests for Natural Fibers

Cotton: Burns quickly, yellow flame, smolders
Ash—gray, fluffy, floats off
Odor—burning wood or paper

Linen: Burns rapidly but less rapidly than cotton, smolders longer
Ash—gray, very light and fluffy
Odor—burning wood or paper

Silk: Small flame, sizzles, burns more rapidly than wool, does not smolder

Ash—shiny black beads, readily pulverized
Odor—burning feathers

Silk, weighted: Burns slowly in flame, not after flame is removed
Ash—skeleton of weighting glows
Odor—burning feathers

Wool: Burns slowly, sputters
Ash—black, gritty, pulverizes easily
Odor—burning hair

Continued on page 116

SYNTHETIC FIBERS

TYPE	TRADE NAMES	CHARACTERISTICS	END PRODUCTS	BURNING TESTS	SOLVENT TESTS
ACRYLIC	Acrilan, Creslan, Dralon, Orlon, Zefran	Soft; lightweight; bulky; resilient; washable; wrinkle-resistant; quick-drying; durably pleated; resistant to moths, mildew, chemicals	Knitted garments; tropical suits and slacks; sweaters; pile fabrics; blankets; sportswear; underwear; socks; work clothes; carpets	Does not support combustion; melts, leaving hard, black beads with acrid odor	Not affected
ACETATE	Acele, Arnel, Avisco, Colorspun, Celanese, Celarperm, Chromspun, Colorspun, Du Pont, Estron, Malara	Rich, silklike feel, crisp; wrinkle-resistant	Dress fabrics such as satins, taffetas; lingerie; nightwear	Fusing of fiber forms crushable bead	Not affected
MODACRYLIC	Dynel, Fiber T, Verel	Resistant to chemicals; moth- and mildew-proof; soft, quick drying; retains pleats; can be permanently shaped by heat and pressure	Deep pile and fleece fabrics; cold-weather underwear; carpets; blended with other fibers	Melts; does not burn; forms black bead; pungent odor	Avoid acetone, otherwise not affected
NYLON	Caprolan, Chemstrand, Du Pont, Enka, Dow, IRC Nylon, Velon	Strong; high elasticity; low water absorption; quick-drying	Hosiery; lingerie; sleepwear; sweaters; dress fabrics; carpets; upholstery	Melts and burns, leaving light-colored ash. Sealing wax odor	Dissolves in concentrated formic acid and xyleneol
NYTRIL	Darvan	Soft; resilient; easy to clean; no pilling; good wrinkle resistance and press retention	Furlike pile fabrics; sweaters; hand knitting yarns; coat and suit fabrics	Melts and burns, leaving hard, black bead	Generally insoluble. Not affected by acetone at room temperature
POLYESTER	Dacron, Kodel, Mylar, Narene, Teron, Fortrel, Vycron	Quick-drying; crease-resistant; good shape retention; strength; resists abrasion and shrinkage; washes easily	Wash-and-wear apparel when combined with cotton, rayon or other fibers; tropical suits and slacks; curtains	Melts and burns, leaving light-colored bead. Pungent odor	Not affected
GLASS	Aerocar, Fiberfrax, Fiberglas, Modiglass, Unifab, Vitron	Heavy; silky; lustrous	Curtains; draperies	Melts into hard bead	Not affected
RAYON	Bemberg, Briglo, Skyloft, Jetspun, Avisco, Avicron, Avril, Avron, Super L, Tufton, Fortisan, Topel, Du Pont, Ondule, Viscalon, Zantrel, Premier, Spun-Lo, Narco, Corval, Colaray	Highly absorbent; good draping qualities; good "feel"; dyes easily in brilliant colors; strong when dry, but weaker when wet	All kinds of women's wear; tailored garment linings; draperies; outerwear fabrics and blends; carpets	Burns; does not form bead	Not affected

HOW TO HANDLE

DRYCLEANING	WETCLEANING	SPOTTING	SATISFACTORY IRONING TEMP.	FINISHING
Withstands usual dry-cleaning processes. Do not tumble Dynel or Orlon	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	275°F. for most	Use heat-reducing press plate
Withstands usual dry-cleaning processes	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	275°F.	Use heat-reducing press plate
Not affected	Withstands usual wet-cleaning processes	May be damaged only by acetone	Not safe	Use heat-reducing press plate. Dynel is extremely sensitive to heat; use gridhead press and finish on covered puff irons
Withstands usual dry-cleaning processes	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	275°F.	Use heat-reducing press plate
Not affected	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	275°F.	Do not steam or press pile fabrics. Use heat-reducing press plate
Withstands usual dry-cleaning processes	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	275°F.	Use heat-reducing press plate
May be affected. Avoid mechanical handling	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	Not affected	No finishing required. May be cabinet-dried
Not affected	Withstands usual wet-cleaning processes	Not damaged by common spotting solvents	Below 275°F.	Use heat-reducing press plate

Sources: American Institute of Laundering,
National Institute of Drycleaning,
Textile World

THE FUR DEPARTMENT

Fur Conditioning

Precleaning

All coats accepted for fur cleaning should be closely inspected for rips, tears, and fragile or worn pelts. Any torn or worn seams should be repaired at this point of the operation. Tack any loose linings to prevent the cleaning compound from working under them. Moth damage, shedding or cracked hairs, and fugitive dyes (sometimes found on blue and platinum fox) must be reckoned with.

After inspection, each coat should be beaten and shaken to remove loose dust and hair, moths and larvae, as well as to fluff up the matted hair. This operation economizes on the cleaning compound because there is less loose dirt left in the coat for it to absorb, and also cuts down drumming time. Beating may be done quickly in a vibrating chamber.

Sponge the lining of the garment with a cleaning solvent. This solvent must have properties that remove dirt, grease and most ordinary spots. Pour one pint into a shallow pan, then apply to the lining and rub vigorously with a sponge or brush. Where you have a concentration of dirt, wet down generously with solvent and then use a brush or a terry-cloth sponge to work this dirt loose. About 3 or 4 percent of all linings are badly soiled and will have to be removed and drycleaned.

After the lining of the garment has been thoroughly sponged, fold the garment lining in. This prevents the solvent from evaporating while the next garment is being processed.

Drumming and caging

Today's highly developed absorbents are of a much finer granulation than those used in the past. Research has shown that the greater the number of particles per given quantity of absorbent produces, the more thorough the job of fur cleaning. Therefore, smaller amounts of absorbents can be used for each garment.

Put $\frac{1}{2}$ pound of absorbent into the drum for each coat to be cleaned. Combine two parts of cleaning solvent and one part water and mix in the absorbent. Add enough mixture to produce a "balled" effect when squeezed in the palm of the hand. Absorbent materials and cleaning fluid should be completely mixed before coats are put in the drum. Place coats in the drum and revolve for approximately one-half hour. This time may vary depending on fragility of the coat.

Most of the commercial fur cleaning solvents now being produced have suggested instructions as to their proper use. Fur cleaners should follow these instructions specifically for best application.

Fur cleaning supply houses also offer numerous types of cleaning solvents and absorbents either prepackaged or in bulk. Whichever type is used depends on volume of fur cleaning produced in any given plant.

After drumming, garments are placed in the cage and tumbled an average of 30 minutes. Tumbling removes the major portion of the absorbent. Next, the garments can be placed in the suction chamber of a vibrating table or placed on a work table. Both the lining and fur are blown with compressed air to remove any excess absorbent material. Care should be taken to remove any absorbent from pockets, under buttons, etc.

If cleaning material has worked under the lining, open the seam and blow it out, but to avoid excess labor be seam ripping to a minimum. Use a beating action in conjunction with compressed air to remove lint from curl,

such as Persian lamb. Keep the air nozzle a considerable distance from the garment to prevent uncurling.

Glazing

Fur glazing is to fur cleaning what pressing is to drycleaning. A fur garment may be cleaned thoroughly, yet will not look well until it has been glazed.

In recent years steam irons, steam guns and rotary irons have become popular for this purpose, and usually do an excellent job with minimum labor. The method used, of course, must be suited to the particular fur being glazed. The steam-iron method is limited to certain types, such as muskrat, mink and coney. Beaver or mouton types and curly furs should not be steamed. The rotary iron is a grooved, revolving, heated iron which, when properly applied to fur, will straighten out the hair and produce a high sheen and silkiness.

Glazing Chart

Fur	Rotary Iron	Steam Iron
Beaver	*	***
Civet Cat	*	*
Ermine	...	*
Fitch	*	*
Fox	...	*
Guanaco	*	...
Lamb, Persian, and others
Leopard	*	...
Mink	*	*
Mink, Jap	*	*
Mink, Side	*	*
Mouton Lamb	*	...
Muskrat	*	*
Nutria	*	...
Ocelot	*	...
Opussum, American	*	*
Opussum, Australian	*	...
Otter, Plucked	*	...
Rabbit	*	*
Raccoon	*	*
Raccoon, Sheared	*	...
Seal, Fur	*	...
Seal, Hair	*	...
Skunk	*	*
Squirrel	*	*
Wolf	*	*
Wolverine	*	*

Source—Walter Haertel Co.

Fur cleaning using drycleaning tumblers

After the sponging operation, place two coats in a fur cleaning bag. Place absorbent mixed with solvent in the bag with the coats. Close the bag securely. Place the bag in a drycleaning tumbler and operate it cold for 20 to 30 minutes. Remove the bag from the tumbler and shake the coats to remove the compound.

Replace the garments in the tumbler and operate for 30 to 45 minutes. The remaining portion of the compound in the coats will be removed in this operation. The lighter particles will be exhausted to the outside through the air blower system of the tumbler and the heavier particles will lodge in the clean-out section of the tumbler.

Proceed with the glazing operation as discussed.

Effects of excess humidity

When there is a relative humidity of 65 percent or more in a storage vault, every article in the vault is in danger of

being ruined by mildew. Mildew will grow in furs, rugs, and all cloth garments. Humidity of 52-53 percent is plenty for most situations.

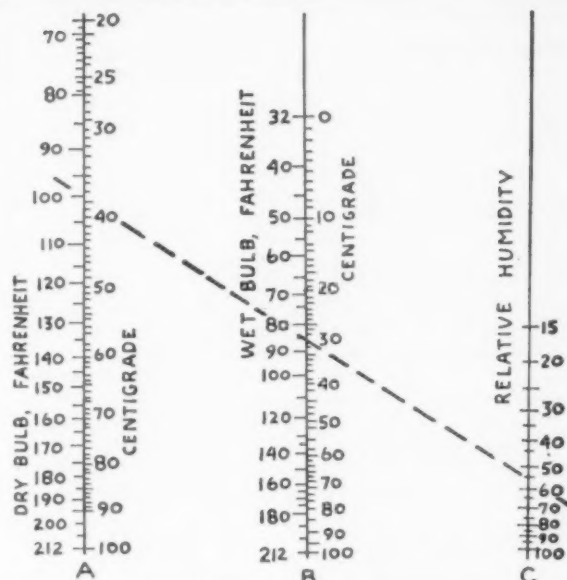
It is not generally known that excessive humidity, even if it is not sufficient to cause mildew to grow, can spoil the fit of a fur coat. When humidity reaches a certain maximum, skins become soft and pliable and subject to stretching at the shoulders.

Fur Cleaning Classification

Fur	Drumming Time	Caging Time
WATER RODENTS		
Beaver	30 minutes	30 to 45 minutes
Nutria	30 minutes	30 to 45 minutes
Muskrat	30 to 40 minutes	30 minutes
LAND RODENTS		
Squirrel	30 minutes	30 minutes
Rabbit	30 to 45 minutes	30 to 45 minutes
Marmot	30 to 45 minutes	30 to 45 minutes
THE CAT FAMILY		
Leopard		
Ocelot		
Leopard Cat	30 to 40 minutes	25 to 30 minutes
Lynx		
Civet Cat		
THE DOG FAMILY		
Fox		These furs usually used for scarfs. To prevent breakage of buckles and eyes, do not cage
Wolf		
Coyote	30 to 45 minutes	
Chinese Dog		
THE BEAR FAMILY		
Raccoon		
Bear	30 minutes	30 minutes to 1 hour
POUCHED ANIMALS		
American Opossum		
Australian Opossum	30 minutes	30 minutes
THE WEASEL FAMILY		
Mink	30 to 40 minutes	30 to 40 minutes
Kolinsky	30 to 40 minutes	30 to 40 minutes
Fitch	30 to 40 minutes	30 to 40 minutes
Fisher	30 to 40 minutes	30 to 40 minutes
Weasel	30 minutes	30 minutes
Otter	30 to 40 minutes	30 to 40 minutes
Ermine	30 minutes	30 minutes
CURLY FURS		
Lamb	20 to 30 minutes	20 to 30 minutes
HOOFED ANIMALS		
Pony	20 to 30 minutes	20 to 30 minutes
Kidskin	20 to 30 minutes	10 minutes
FUR SEAL		
Black		
Brown	35 to 45 minutes	35 to 45 minutes
DELICATE FURS		
Chinchilla		Shake out by hand or with a suction work table
Mole		
Barunduki	Hand-clean	
Broadtail (genuine)		

Source: Walter Haertel Co.

Gauging Relative Humidity



The accompanying chart makes it possible to gauge relative humidity quickly. Run a straight line through the dry bulb temperature, column A, and the wet bulb temperature, column B. The relative humidity is given at the intersection with column C. Thus, if the dry bulb temperature is 100° F and the wet bulb temperature 85° F, the dotted line drawn across the chart shows that the relative humidity, column C, is 54 percent.

The chart is based on a formula developed by the U. S. Bureau of Standards.

Fur Storage Definitions

HUMIDITY CONTROL is the most important factor in the successful operation of the fur and woolen garment storage business. Besides moth damage, mold as a damaging element is becoming more important with the growth of the apartment-dwelling population. It calls for accurate and careful humidity control.

If fur garments are kept in an absolutely bone-dry atmosphere they lose some of their natural oils and pliability. They then become vulnerable to breakage and to loss of hair from the pelts. If too much humidity is present, mold damage may completely ruin a garment.

Hence, the subjects of relative humidity, humidity measurements, humidity control, hygroscopic moisture, refrigeration and other phases of scientific storage engineering are important. It is believed that this set of definitions will make a useful contribution to the vocabulary of the industry.

Dew point: The temperature at which moisture in air will condense if cooled at constant barometric pressure. Air has a capacity to hold moisture which increases with the air temperature and decreases as the air temperature is lowered. If air is cooled to the point where relative humidity reaches 100 per cent, the moisture will be given up in the form of condensation. At that temperature, the air has reached dew point.

Example: Air at 70° dry bulb and 65° wet bulb (see below) has a dew point of 62.5° F. If the air is passed over a cooling coil which has its surface maintained at a temperature of below

62.5, the moisture in the air will be given up as a condensation on the coil (the process of dehumidification or latent cooling).

Relative humidity: The percentage of the maximum amount of water vapor or moisture which can be absorbed by air at a given temperature. It is determined by a wet bulb depression or can be measured by a direct reading hygrometer. A hygrometer usually employs hair or other material which is sensitive to humidity changes.

Wet bulb temperature: Air temperature measured by a thermometer equipped with a wick (on the bulb) which is saturated with water. When air is passed over the bulb, the thermometer will drop below the dry bulb temperature of the air because of the evaporative cooling effect. The wet bulb reading is taken when the wet bulb thermometer reaches its lowest point. The number of degrees it falls below dry bulb temperature is called "wet bulb depression," which is a measure of relative humidity.

Wet bulb temperature provides a means of determining the latent cooling load or latent cooling effect when used in conjunction with a psychrometric chart. The instrument ordinarily used to take wet bulb reading is a psychrometer.

Example: Air at 70° dry bulb and 60° wet bulb has 56 percent relative humidity and contains 26.5 B.t.u. per pound. At 70° dry bulb and 65° wet bulb, the relative humidity is 77 percent, and total heat contained is 30 B.t.u. per pound.

Refrigeration: May be defined as the process of cooling or removing heat. It is the process by which the temperature of a given space or substance is lowered below that of the atmosphere or surrounding materials. This is accomplished by transferring the heat contained in one substance to another.

Temperature: Heat can be measured and the degree of intensity of heat is termed temperature. The unit of temperature most used in the refrigerating industry is the degree Fahrenheit. The degree Fahrenheit is 1/180 of the differ-

ence between the temperature of melting ice and that of water boiling under standard atmospheric pressure.

Hygroscopy: Hygroscopic materials are those that readily absorb and retain moisture. They are generally of vegetable or animal origin. Furs are hygroscopic.

The temperature and relative humidity of air affect the hygroscopic moisture content of these materials and in turn their weight, strength, appearance, quality and ease of working. The control of hygroscopic moisture may be required during storage to permit easy processing and to fix the weight at the time.

Moisture content: The sum of free moisture resulting from hygroscopic moisture absorbed from the atmosphere. It is usually expressed as percentage of total garment weight.

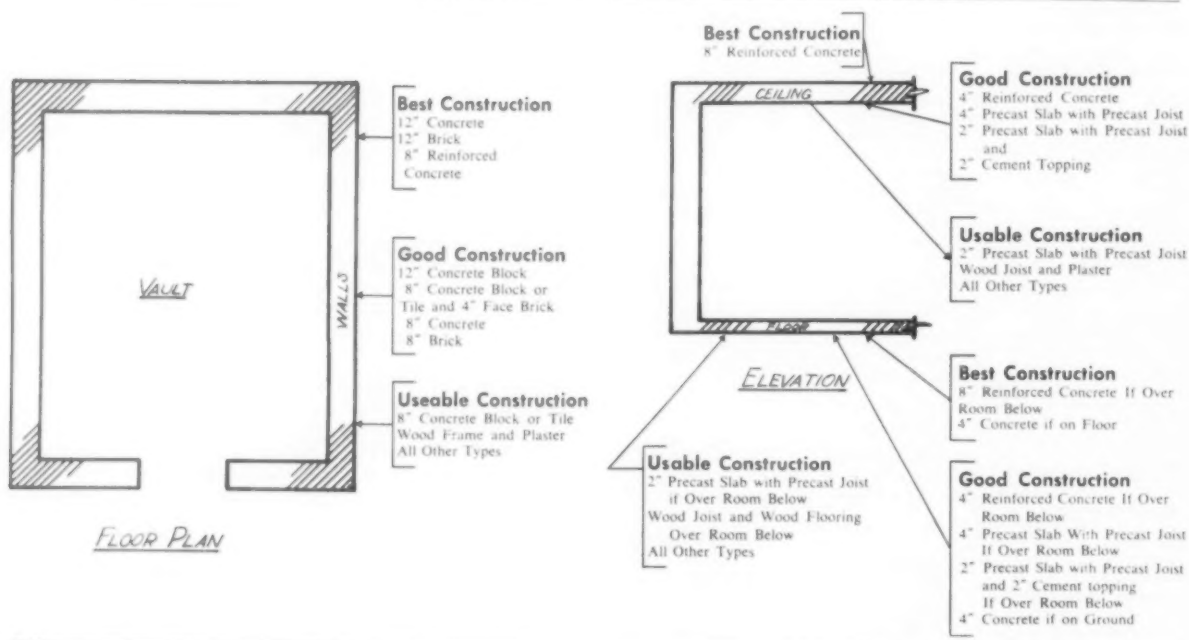
Fumigation: The process of converting a toxic liquid to a gaseous form permeating the garments in the fumigation area thereby killing all forms of moth life, silverfish or vermin. The gas method of fumigation is the only process that will not harm furs, linings or the dye material.

Ventilation: The method of removing stale air or used fumigative gases from the storage area by using an exhaust fan. The stagnant air is replaced with clean, filtered air.

Cold storage: Indicates that temperatures are automatically controlled in vaults at about 60° F and humidity controlled at about 50 percent or 55 percent relative humidity. Modern research in this field of fur storage indicates that this range of temperature and humidity is as close to ideal as possible for the following reasons:

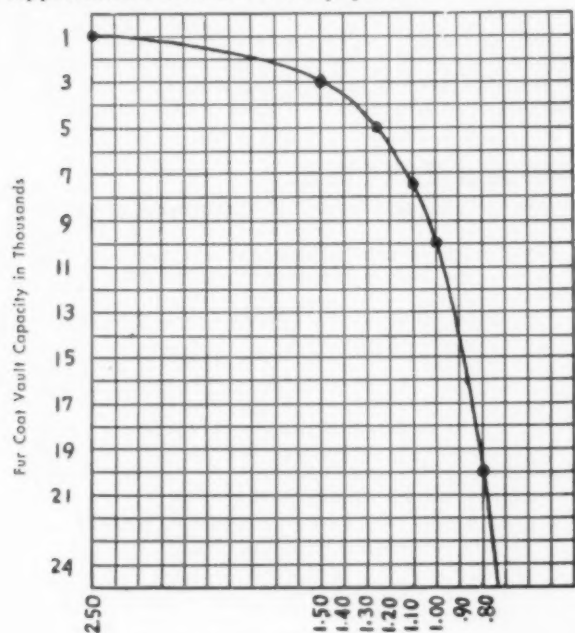
- Pelt deterioration is reduced to a minimum.
- At these temperatures a cold condition is maintained and the owner can advertise in these terms in building a consumer demand for his service.
- Dehumidification can be automatically controlled.
- Fur coats may be stored for long periods of time without danger of stretching or getting out of shape.

Types of Vault Construction



Dry storage: Means that humidity is controlled without controlling temperature. Since pelt deterioration occurs in the low 70's and accelerates around 80° F, furs should not ordinarily be stored under dry storage conditions. Moth and other insect infestation is activated rapidly in proportion to the increase in temperature of the storage area. When only cloth garments are stored and all garments going into storage are either fumigated or drycleaned, this type of equipment can be used in conjunction with a fumigation system.

Approximate Cost of Vault Equipment



Cost Per Coat—Storage Vault Equipment

Source: Reliable Machine Works, Inc.

Capacities of Fumigation Cabinets

Inside Area (Cubic Feet)	Capacity (Number Fur Coats)
141	40
219	70
297	100
375	130
453	160
531	190
639	220
717	250

Furlike Fabrics

In recent years man has learned to blend synthetic fibers that have all the appearance and advantages of natural furs and to make them available at moderate cost.

The most popular blend at the moment, an Orlon-Dynel deep-pile weave, is widely used in women's coats and is finding its way into fine bedspreads, throw blankets, baby-carriage covers, ear muffs, furlike collars, etc.

Garments made of Orlon-Dynel are mothproof, mildew-resistant and can be handled in the cleaning operation if proper care and precautions are observed. When these furlike fabrics first came out the manufacturers specified that they should be cleaned by the furrier method only. This

method will produce a passable job. But since these coats are made of fiber, nothing surpasses drycleaning for getting them clean.

Identifying Orlon-Dynel

The pile of these coats is generally made up of 65 percent Orlon and 35 percent Dynel. Some brands have a woven cloth back made entirely of Dynel. This is true of "Cloud #9" and "Baronesa." Others use a knitted Dynel backing. These include "Borgana," "O'legro," "Nutra," "Furlana," "Beavalure," "Beavelon," "Sabelure," "Bevado" and "Mon Sal," among others.

These garments should not be regarded as "run-of-the-wheel." They require special handling and deserve premium rates.

Cleaning procedures

Furlike coats will release their soil very readily under normal conditions, since they have a deep pile. A short cleaning cycle without moisture is in order. These coats will develop static. As a result they should be run by themselves, or with a light soft wool load, on continuous filtration.

The pile fibers will withstand the use of moisture. That isn't where the problem lies. Moisture affects the knit and woven back construction of the fabric. Just as in other coats of this construction, there is a tendency for shrinkage when moisture is used. If any moisture is used, it should be held to the barest minimum.

In the case of heavily soiled Orlon-Dynel coats it is well to soak the garments in an extra strong concentration of charged-system soap. A dip tank or barrel should contain up to a 10 percent solution of soap for this purpose. The soiled garments should be left to soak for about an hour. After draining they should be given the usual short run in the washer, in the normal concentration of charge. A clear rinse is beneficial.

These coats generally have linings of acetate. When the linings are badly soiled, they can be brushed with a moisture emulsion prior to regular cleaning. It can also be done just before the soaking operation described.

Extraction requires moderation. Too much extraction will cause hard wrinkles and creases to develop. Too little extraction can create uneven drying and resultant swales.

Drying is another critical factor in processing Orlon-Dynel fabrics. Good results have been obtained by tumbling the garments for 5 to 10 minutes in a cool tumbler, then hanging them to air-dry. Heavy wooden hangers are better for this purpose than the regular wire garment hangers.

Spotting suggestions

The use of high heat is out of the question so far as Orlon-Dynel is concerned and steam guns should not be used under any circumstances. The fibers may fuse and mat if exposed to excess heat.

Chemically speaking, both Orlon and Dynel will withstand all of the common spotting chemicals and stain removal offers no problem.

This is a pile fabric, just like velvets, and must be handled as such. When working on the wet side, brush the stained area with the grain of the pile. Do not use the brush in a circular motion. The pile will become snarled or matted. A towel can be used to pick up any excess moisture. And a short run in a cold tumbler will help raise the pile.

Wetcleaning advice

Wetcleaning involves some risk from a fabric construction standpoint. If an occasional garment is very badly soiled or

stained it is suggested it be soaked out in tepid water and a neutral wetting agent.

After such soaking, the garment should then be brushed with a soft bristle brush with the lay of the pile. Then rinse well by holding the garment with the hands in a basket grip. Extract lightly, cool-tumble and hang to air-dry.

Finishing techniques

Some of the greatest problems plantowners have with Orlon-Dynel stem from improper finishing methods. The finishing of these coats is a radical departure from ordinary pressing methods. They have no more place on the steam presses than have fur coats. In fact, some of the newer finishing techniques involve equipment practically identical with fur finishing machines. These units come in a wide range of prices to conform with the needs of even the

smallest plant. One method involves the use of only a spray gun to apply a silicone film over the fabric. If you don't have these special machines a steam-air finisher may be used with these precautions:

Do not steam more than 2 or 3 seconds.

Do not touch the garment in any way with hands or brush while it's on the finisher.

Do not fasten the coat in any manner.

Do not crush the pile.

In general, it is well to remember that it is better to do nothing to Orlon-Dynel in the finishing room rather than do too much.

Linings can be touched up in the conventional manner with a steam iron, but the iron should never touch the pile of the coat. Your best bet, of course, is to use equipment and supplies made specifically for finishing Orlon-Dynel.

THE SHIRT DEPARTMENT

Shirt Laundering

What other cleaners have found out about the shirt laundering and finishing sideline:

1. Shirts are a permanent item of wearing apparel and require almost constant maintenance the year 'round.
2. Shirt tailoring is fairly well stabilized and permits finishing on standard equipment.
3. Cotton sport shirts which would otherwise be wet-cleaned or drycleaned are handled quickly by the shirt department.
4. Shirt customers are inclined to bring other garments, thus stimulating drycleaning sales and tending to level peaks and lows throughout the year.
5. The shirt sideline is profitable in itself. Profits of 20 to 25 percent before taxes are not unusual.

Is your present location suited for shirt laundering?

Chances of success are greater:

- In cities than in rural areas
- Among white collar workers than among the laboring class
- Among the upper and middle-income groups than low-income
- Among native-born families than among foreign-born

How many shirts do you need to reach the break-even point?

For the very smallest complete shirt laundry (three operators) a minimum of approximately 1,000 shirts per week at 20 cents each is thought to be necessary in a high-cost area to reach the break-even point after checking off depreciation.

You can estimate your potential volume by simply asking your current customers if they would welcome such a service. Or, for a quick estimate, figure that each adult male in your market area has about four shirts which will need laundering each week. Not a few cleaners got into the laundering end of the business after first having shirts "farmed out." This provides a highly accurate count.

What equipment is necessary?

Basically, a washer, an extractor and a finishing unit. Racks, bins, tables and damp boxes can either be built or purchased as desired. Optional equipment may include a starch cooker (big enough to hold a half-day supply of starch), button sewer, marking equipment and a "conditioning" tumbler.

Examples: Two typical package shirt laundries on the market, each said to be able to produce 2,000-2,400 finished shirts per week:

Unit A includes 20-lb. (dry-weight capacity) washwheel, 15-inch extractor, 2-girl finishing unit.

Unit B includes 25-lb. washwheel, 20-inch extractor, 2-girl finishing unit.

In purchasing equipment you should consider:

- How much the unit can produce
- Quality of work produced
- How much room unit will take
- How it will fit into later plant expansion program
- Ease of operation

A complete, three-girl laundry will require about 175 square feet of floor space.

How much will it cost?

Most price lists are given at F.O.B. which means delivery cost must be added. Installation charges generally run an extra 15-20 percent of equipment and machinery costs.

Conservatively speaking, the cleaner who expects to handle 1,500-2,000 shirts per week should expect to invest an estimated \$8,000 to \$11,000 on his new shirt laundry and finishing equipment.

The open-end washers seem to be the most popular type used in small shirt laundries, probably because they come in smaller sizes than the side-loading variety.

In making a purchase consider the following:

- Ease of loading and unloading
- Rapidity of filling and dumping
- Amount of labor needed to maintain operation

In deciding upon the capacity required, remember that one dry shirt weighs about $\frac{1}{2}$ pound. A washer with a dry-weight capacity of 25 lbs. will hold approximately 50 shirts.

Generally speaking, the smaller the diameter of the basket the greater the number of revolutions per minute and the faster the extracting cycle. An efficient extractor should remove roughly 50 percent of the water in a load. You can check this by weighing the load before and after extraction. When the amount of moisture retained in the load reaches 50 percent of the load's dry weight, it is no longer economically feasible to continue the extracting operation.

As minimum equipment some manufacturers recommend the 2-girl unit with either three or four presses. This unit

Open-End Washers

Manufacturers' rated capacities in dry pounds of clothes

Diam. of Wheel	Length or Depth of Wheel												
	13"	14"	15"	16"	18"	20"	22"	24"	25"	26"	28"	32"	42"
20"						15							
22"									25				
27"			20										
28"	18			25									
30"		25	30		35						50	55	60
32"								50					
34"								60					
36"				35	50		60			75			
42"							100		100				

Extractors

Diameter	* R.P.M.	* * Dry Load Pounds
15"	1600-1750	10
17"	1500-1700	12-18
20"	1300-1650	25-30
26"	1200-1600	40-55
28"	1100-1400	60-70
30"	1000-1320	70-80

* Approximate—R.P.M. of similar size extractors of different manufacturers vary.

* * Manufacturer's rated capacity.

can be operated by one girl until the volume gets up around 800-1,000 shirts per week. Then another girl can be added to bring the unit up to full strength and peak production.

The Washing Formula

The washing formula is nothing more than a set of operations to be followed in washing garments of a certain classification. There are as many formulas as there are classifications. Each operation is a separate bath and each has a specific name. The formula indicates the operating conditions and supplies needed for each bath.

It is impractical to give one washing formula which can be used under all conditions in every plant. Your soap supplier is the person best equipped to recommend the formulas best suited for your operation.

The break: The "break" or first bath serves to wet out the clothes. It is one of the most important operations in the washing formula. When properly executed, the break loosens and suspends up to 96 percent of the soil present in the load. Only about half of this soil is removed when the bath is dumped, for garments absorb a good portion of the water. The water level used at this stage is sometimes run a little higher than in the suds bath since there is more soil to remove.

Recommended Washing Temperatures

Whites	140°-160° F
Lights and fast colors	140°-150° F
Fugitives, silks, rayons and wool	90°-100° F

Running time on breaks runs from 5 to 10 minutes for side-loading washers, while 2-minute runs are deemed minimum for the open-end type washers.

Suds: The purpose of the suds baths is to dilute and suspend the soil which has already been loosened but which still remains in the load after the break. It also serves to dislodge the more stubborn soils remaining in the fabric.

Running time for this bath should not exceed 10 minutes, for tests have proved that most of the dirt in a load is placed in suspension in less than 5 minutes. The length of the sudsing (or for that matter, rinsing) cycle is not as important as the number, where washing efficiency is concerned. Two 5-minute suds are more effective than one 10-minute suds.

Bleach is added in the final suds operation to remove stains. Bleach does not clean clothes—it whitens them. It is useless for covering up grayness from redeposition of soil, soap or alkali.

Overbleaching is hard on clothes since it reduces tensile strength of fabrics. Under normal conditions, it is generally agreed that one quart of 1 percent bleach per 50 pounds of clothes is the correct amount to use. Bleach should never be used without soap in the wheel. Soap slows down the bleaching action until the bleach has permeated the load.

Rinsing: Rinses are employed to remove detergent and, of course, any remaining soil suspended in the load. Improper rinsing may result in yellowing of the fabric, gray work, soap specks, sticking of the shirts to the press bucks, etc.

Under normal circumstances a 1-to-2-minute rinse is long enough for a rinse bath in a 25-pound washwheel. The number of rinses will depend on the amount of soil in the load.

Souring: The souring operation is used to neutralize any alkalinity not removed by rinsing. If the souring operation is omitted, particularly on starched work, the garments may become yellow when ironed.

Sours in common use are either acid salts or weak acids. The sour operation should be run at least 2 minutes and preferably 3 minutes at a level lower than that used for the suds. Cold water is ordinarily used. Do not rinse after the sour bath.

Blueing: The main reason for using blue is to counteract the tendency of cottons to turn yellow from age and the accumulation of impurities. There are three types of blues used in laundering: (a) sour blue, (b) combination blue and (c) non-sour blue.

Sour blue is used in the sour bath or in a following bath that is on the acid side of the pH scale. It may be added to the wheel before souring but for proper color development sour should be included in the same bath. If this method is used thorough rinsing must precede blueing, otherwise ironing will bring out a pinkish hue in the fabric.

Combination blue is designed for use in either a sour or alkaline bath and gives a blue tint.

Least often used in the laundry is the non-sour blue, since modern plants do use sour. This type gives the fabrics a green-blue tint.

In order to obtain even blueing a high level of cold water should be used. The normal running time is about 3 minutes and the amount used depends upon individual preference. The blue solution should be added as the cylinder revolves toward the operator to assure even dispersal throughout the load.

Starching

Types of starch: Wheat, corn, and a blend of wheat and corn starches have been widely used by professional laundries for many years. Other basic starches include rice, potato, tapioca, etc. All these basic starches may be further categorized into four types:

1. **Thick-boiling starch**—or "natural" starch tends to thicken rapidly as it cools. Unless used hot and at relatively low concentration, it has poor penetrating qualities.
2. **Thin-boiling starch**—is a modified starch which may

be prepared at higher concentration. It thickens less quickly as it cools and has better penetrating qualities.

3. **Noncongealing starch**—this is a cooked starch like the others previously mentioned. But when prepared at 8 ounces to the finished gallon, this type of starch will remain completely fluid when cold. It need not be kept hot and has excellent penetrating qualities whether used for hand, machine or wheel sizing.

4. **Instant starch**—a precooked starch developed specifically for use *dry* in the wheel. It gives the same quality as those previously mentioned but requires no cooking.

(CMC—technically known as sodium carboxy methylcellulose, is not a starch but is used as a finishing agent for special sizing purposes; e.g., "no starch" shirts, Oxfords, sport shirts, etc.)

The choice of starch should be determined by the kind of work you do. The cooked starches are generally used by professionals because they give work a better feel and finish, more uniform results, and less is required than if starch is used raw.

Preparing cooked starch: Starch manufacturers have developed directions for preparing and using their products and these, of course, should be followed. However, the following general information may be helpful.

Prepare thick-boiling starch on the basis of 4 to 5 ounces per finished gallon; thin-boiling, 10 ounces per finished gallon; and noncongealing starch on the basis of 8 ounces per finished gallon.

The following table shows amount of starch to use in preparing given quantities of cooked starch.

To Make	4 Oz. per Gal.		5 Oz. per Gal.		6 Oz. per Gal.		8 Oz. per Gal.		10 Oz. per Gal.	
	Gal.	Lb. Oz.	Lb. Oz.	Lb. Oz.	Lb. Oz.	Lb. Oz.	Lb. Oz.	Lb. Oz.	Lb. Oz.	Lb. Oz.
5		1 4	1 9		1 14	2 8		3 2		
10		2 8	3 2		3 12	5 0		6 4		
15		3 12	4 11		5 10	7 8		9 6		
20		5 0	6 4		7 8	10 0		12 8		
25		6 4	7 13		9 6	12 8		15 10		
30		7 8	9 10		11 4	15 0		18 12		
35		8 12	10 15		13 2	17 8		21 14		
40		10 0	12 8		15 0	20 0		25 0		
45		11 4	14 1		16 14	22 8		28 2		
50		12 8	15 10		18 12	25 0		31 4		

When preparing starch, always:

1. Weigh starch and measure water accurately. Do not guess.
2. Boil starch fairly hard for at least 20 minutes, counting time from moment boiling actually starts.
3. Check valves on starch cooker to make sure they do not leak and thus cause the starch solution to thin out.
4. Keep starch cooker and all containers clean to prevent souring.
5. Do not "build up" starch. Make fresh starch each time. Adding old starch to new is false economy.

Preparing dry starch: Dry or raw starch requires no preparation. Use as is. However, if you use a cooked starch raw, suspend the required amount in a bucket of water and then add mixture to the wheel. Premixing is *not* necessary when using a starch made specifically for use *dry* in the wheel.

Suggestions for Wheel Sizing

1. To assure uniform results keep the following conditions constant: weight of load, amount of water used in the wheel, amount of starch used, running times for washing and extracting.

2. When shirts are washed in nets figure each net as two shirts and make proper allowance for amount of starch used.

3. Add required amount of starch to last rinse, or during bluing operation with 5 inches of water in the wheel. Add while wheel is in motion and turning towards you.

4. Run each load a full 10 minutes to assure complete and uniform distribution throughout the load.

5. Drain starch or sizing from wheel while it is in motion. This is particularly important when using a starch in dry form.

Starch Problems and Probable Causes

There are many so-called "starch problems," but actually the great majority of these can be attributed to the improper preparation or use of starch and carelessness in processing starched work.

Sticking starch: Excess surface starch may result in sticking on presses or flatwork ironers. It is the result of incomplete penetration of starch. You may be using too heavy a starch or a starch that has not been boiled long enough. Or you may be using too much raw starch. In the case of wheel sizing, the problem may result from overloading the wheel or not running the load long enough.

Excessive amounts of lubricant or any starch additive can also retard penetration and cause starch build-up on the presses. (Most starches developed specifically for professional laundries are "lubricated" by the starch manufacturer, and the addition of more lubricant by the laundry is unnecessary and frequently unwise.)

Other causes of sticking include insufficient extraction, oversouring, hard nonabsorbent padding, improper adjustment of presses, etc.

Smears and highlights: This problem usually goes hand in hand with sticking on presses and the causes are the same.

Buckles and pin wrinkles: The most obvious cause of "buckles," "pin wrinkles" on collars and soft work is the use of too little starch, but more frequently than not they are due to short starching runs, insufficient press pressure, hard padding, removing work from cuff or collar press before it is dry, overloading nets.

Body wrinkles: These are caused by overstarched work, carelessness in "laying" work on presses, or working with materials that are too dry.

Cracked work: "Stiff" work naturally tends to crack or break more quickly than pliable work. The best way to avoid this problem, especially on collars, is to use a starch that gives the greatest degree of pliability. Even so, work may crack if work is overstarched, oversoured, or if collars are turned carelessly.

Test for Water Hardness

To perform, standard soap test solution can be obtained from water-softening supply house.

Add 3 drops of solution to 40 cc. of the water to be tested. Shake well. If water is soft, lasting suds will be formed. (About 5 minutes is considered "lasting.") If not, add another 5 drops of soap solution; shake again. If lasting suds now form, approximately 1-grain hardness is indicated. An additional grain of hardness is indicated by every additional 5 drops needed to form lasting suds. When 38 drops are needed to form lasting suds, hardness of approximately 7 grains is indicated.

Note: If both magnesium and calcium hardness are present in water, calcium is precipitated first and suds may be formed; however, the magnesium will then begin to act on the soap, breaking the suds down again.

Wage Incentives

Purposes of wage incentives

- A. To enable workers to earn larger total or "take home" pay.
- B. To obtain for management sufficiently increased production to maintain or lower unit costs.
- C. To correct wage injustices by keeping wage payments in direct proportion to output—on the principle that "no wages are too high if earned."

Main obstacles to installation and smooth operation

- A. Lack of standardization of articles to be processed.
- B. Dissimilarity of methods among different plants.
- C. Variety in type and kind of equipment.
- D. Difficulties of explaining and making clear to employees purposes and rewards of plan.

Essential preliminaries

- A. Improvement in plant equipment and methods.
- B. Efficient layout and workflow.
- C. Measurement, by time studies or otherwise, of normal output of all types of work after putting equipment and process on improved and standardized basis.
- D. Job Analysis—the analysis and listing of all tasks included in any specific job.
- E. Job Evaluation—establishing relative values of different jobs in drycleaning plant.
- F. Selection of personnel.
- G. Aptitude testing.
- H. Training.
- I. Setting up of organization chart, clearly defining lines of authority and responsibility.
- J. Preparation, in written form, of standard practices and methods.

Further details of preliminaries

- A. Improvement of methods based on type and grade of service.

Examples: Base price 49 cents—high production standards in finishing and packing.

Modified inspection.

Base price \$1.50—lower production standards.

Rigid inspection to maintain high quality workmanship, finishing, packaging. Greater emphasis on employee selection, individual skills.

Both quality and quantity standards should be clearly defined, put in writing before installation of wage incentive plan.

- B. Plant layout, workflow, selection and arrangement of equipment. Developed by consideration of owner, manager, superintendent and skilled engineers either from inside plant or outside specialists.

An integral and vital part of the installation of an incentive plan is the work which the plantowner and his supervisors and engineers do to make every motion of every employee easier.

Examples: Shorten distance from which presser must reach for work and extend arm to hang finished garment on line. If press head suddenly tightens up, extra foot-pound of pressure required

to bring it down mounts up to tons of extra effort if repeated all day long.

Five-foot girl who must hang garments on rack made for five-foot-six employee has exerted hundreds of foot-pounds of additional lift at end of day. Prompt provision of platform on which bagger or assembler may work will increase output, prevent dissatisfaction.

If each task and motion is made easier, it is possible to improve quality while greatly increasing speed of production.

- C. Time studies, or measurement of output at normal speed, made with quality standards already established in mind.

- D. Job Analysis. Prepared with cooperation of supervisors and workers.

- E. Job Evaluation. Preparation with cooperation of supervisors and workers. Essential for establishment of basic wage rates.

- Based on
- (1) Physical qualifications and working conditions.
 - (2) Mental qualifications and education.
 - (3) Specific job skill and related experience.
 - (4) Responsibilities and personality traits.

Example: Janitor—in many plants most important of non-executive workers, with possible exception of spotters and silk finishers. Greater responsibilities, broader variety of duties than assembler. On other hand, assembler requires clerical ability, more accurate recognition of figures, letters and handwriting than janitor. Wool presser might be illiterate—need only count own output. But janitor must read and understand notes left for him by plant manager, superintendent and others.

- F. and G. Aptitude testing necessitated by failure of many employees to recognize own natural abilities.

Examples: Employee who cannot remember four-digit number for one minute unsuited to assembling.

Employee inaccurate in counting and recording numbers, figures and classifications unfitted for the job of marker. Articulate, persuasive, intelligent, sensitive employee unhappy and possibly promoter of discontent on repetitive job; on sales force or otherwise dealing with public may be of great value to employer and personally contented.

- H. Training supplemented by definite upgrading program. Most employees work more contentedly and with better results if entire organization operates on principle of promoting capable people as rapidly as possible.

Establishment of rates under wage incentive plan

- 1. Base wage rate based on established normal output—basic task which employer has right to expect and which employee has duty to perform.

Base rate usually paid if employee regularly averages 75, 80 or 85 percent of normal output.

- 2. Bonus, in addition to base wage rate, for production in excess of basic performance rate.

- a. Payment of graduated bonus, beginning with small bonus when about 85 percent of standard is reached, bonus rate increasing until it reaches top limit of production.

Continued on page 126

Cost Percentages for the Year 1959

Analysis of Percentage Costs According to Sales Volume

Annual Sales—\$	Under 25,000	25,001 to 40,000	40,001 to 60,000	60,001 to 80,000	80,001 to 100,000	100,001 to 150,000	150,001 to 300,000	Over 300,000
No. of Plants Reporting	19	23	32	23	23	27	26	20
Average Base Price	\$1.34	\$1.33	\$1.39	\$1.41	\$1.43	\$1.38	\$1.51	\$1.50
SALES DISTRIBUTION	%	%	%	%	%	%	%	%
Call & Delivery	24.52	39.82	52.93	63.72	42.38	56.88	60.37	51.32
Branch Stores & Agencies	1.46	00.00	13.12	3.73	14.07	9.16	15.32	35.62
Plant Retail	72.85	60.18	31.80	30.57	41.04	32.39	21.85	12.45
Wholesale Work	1.17	00.00	2.15	1.98	2.51	1.57	2.46	.61
TOTAL SALES	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
PRODUCTIVE EXPENSE								
Productive Labor & Outside Work	32.51	34.83	34.97	33.74	31.09	27.91	27.72	28.39
Productive Supplies	12.69	10.59	9.71	8.20	8.55	8.42	9.04	8.42
Power Plant	7.30	5.16	4.85	5.21	4.26	3.81	4.34	3.54
Building Overhead	4.85	5.90	4.61	3.28	3.59	3.14	3.46	3.50
Machinery Overhead	8.64	5.62	4.65	4.51	3.62	4.18	4.20	4.41
Indirect Overhead	2.43	2.87	4.87	4.82	5.66	7.21	6.26	7.30
TOTAL PRODUCTIVE EXP.	68.42	64.97	63.66	59.76	56.77	54.67	55.02	55.56
SALES & DISTRIBUTION								
Delivery:								
Wages & Commissions	4.96	4.76	6.63	6.30	7.59	9.14	9.97	7.75
% of Delivery Volume	(20.23)	(11.95)	(12.53)	(9.89)	(17.91)	(16.07)	(16.51)	(15.10)
Delivery Equipment Expense	1.27	3.28	2.95	2.65	3.51	3.33	4.20	3.23
% of Delivery Volume	(5.18)	(8.24)	(5.57)	(4.16)	(8.28)	(5.85)	(6.96)	(6.29)
Store Salaries & Expense	.73	1.39	3.92	2.23	4.29	6.75	6.57	9.98
% of Store Volume	(.98)	(2.31)	(8.73)	(6.50)	(7.78)	(16.25)	(17.68)	(20.76)
Sales Promotion & Expense	1.10	2.30	2.51	2.83	3.09	3.45	4.33	5.06
Claims Adjustment	.07	.13	.23	.19	.28	.62	.55	.71
TOTAL SALES & DIST. EXP.	8.13	11.86	16.24	14.20	18.76	23.29	25.62	26.73
OFFICE & ADMINISTRATIVE								
Office Salaries & Expense	.78	2.66	3.20	3.08	4.07	3.55	5.12	4.33
Other Expense (Off. & Adm.)	.34	1.05	1.82	1.85	1.53	2.59	3.23	2.96
EXECUTIVE SALARIES	5.99	3.16	7.43	5.79	5.58	6.78	6.44	4.95
TOTAL OFFICE & ADMIN.	7.11	6.87	12.45	10.72	11.18	12.92	14.79	12.24
Total Expense	83.66	83.70	92.35	84.68	86.71	90.88	95.43	94.53
Net Profit Before Taxes	16.34	16.30	7.65	15.32	13.29	9.12	4.57	5.47

Source—National Institute of Drycleaning

Continued from page 125

Example: If wool pressers can easily press 10 suits per hour, that becomes basic performance rate. Most plans would begin to pay small bonus at about 8½ suits per hour, with bonus rate increasing as production goes above 10 per hour until it reaches top production rate at which drycleaner may safely operate without deterioration of quality.

b. Controversial alternative—proportionate payments per unit of production all through incentive setup.

Example: If presser receives 60 cents per hour and his task or performance rate is 10 suits per hour, labor cost is 6 cents per suit. But if by installation of new and better equipment, presser is enabled to turn out 15 suits per hour of equivalent quality and with no more physical exertion, plantowner-investor should have reward for providing those facilities.

Arguments in such cases can usually be resolved to satisfaction of all parties by employment of outside industrial engineer with good reputation in field.

3. Establishment of production limit to protect standards of quality.

4. Merit rating. Differences in basic rate based on employee's day-to-day performance, attendance, cooperativeness or general attitude, and other pertinent factors, tangible and intangible. Records to be kept on form obtainable from

any industrial engineering firm. Periodic review at regular intervals.

Administration of wage incentive plan

1. Record keeping. Complete facilities essential for recording of employee output.

a. Frequent recording of individual production—at least once per hour; many plants record production every half hour.

b. Accessibility. Records easily seen and checked by employee.

2. Supervision. Operation of plan places much greater burden on supervisors. Supervision must be constant, tactful, firm, alert for improvement of working conditions and equipment.

The secret of successful wage incentive plan operation is constant vigilance.

Benefits of wage incentive system

Most employees, especially on repetitive jobs, work at about 66 percent of their actual capacity. If they are brought up to 100 percent of their own abilities, and if they and their employers benefit proportionately, this will amount to a 50 percent increase in output.

The difference between drycleaning plants and the neigh-

Sectional Analysis of Percentage Costs for the Year 1959

Geographical Area	I	II	III	IV	V	VI	VII	VIII	IX	1959 Average	1958 Average
	New England	Middle Atlantic	E. N. Central	W. N. Central	South Atlantic	E. S. Central	W. S. Central	Mountain	Pacific		
No. Plants Reporting	13	23	34	41	25	9	15	10	23	193	226
Average Base Price	\$1.44	\$1.53	\$1.51	\$1.44	\$1.22	\$1.13	\$1.21	\$1.50	\$1.60	\$1.42	\$1.35
SALES DISTRIBUTION	%	%	%	%	%	%	%	%	%	%	%
Call & Delivery	61.50	50.50	49.08	62.08	43.40	29.92	42.22	35.90	41.29	49.07	43.39
Branch Stores & Agencies	4.39	7.25	10.75	10.13	8.36	19.78	14.27	7.86	14.52	10.46	13.17
Plant Retail	27.15	38.59	38.57	27.14	47.10	49.07	43.51	56.24	40.26	38.47	40.87
Wholesale Work	6.96	3.66	1.60	.65	1.14	1.23	00.00	00.00	3.93	2.00	2.57
TOTAL SALES	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
PRODUCTIVE EXPENSE											
Prod. Labor & Outside Work	35.08	30.64	31.33	30.07	29.78	27.91	29.63	37.42	33.86	31.36	32.16
Productive Supplies	8.01	8.53	10.17	9.11	10.11	12.14	10.79	9.05	7.72	9.39	9.04
Power Plant	4.55	4.11	5.32	4.35	5.15	5.09	5.96	5.07	3.82	4.74	4.80
Building Overhead	4.27	4.42	4.00	3.55	3.75	3.42	4.66	5.06	3.97	4.02	4.53
Machinery Overhead	4.60	3.64	5.08	5.24	5.28	3.88	6.12	6.33	3.90	4.88	5.16
Indirect Overhead	6.70	6.35	5.46	4.32	6.06	6.14	4.29	2.87	5.04	5.24	5.21
TOTAL PRODUCTIVE EX.	63.21	57.69	61.36	56.64	60.13	58.58	61.45	65.80	58.31	59.63	60.90
SALES & DISTRIBUTION											
Delivery:											
Wages & Commissions	8.16	7.23	7.45	6.32	8.55	5.68	6.09	5.79	6.29	6.96	7.82
% Delivery Volume	(13.27)	(14.32)	(15.18)	(10.18)	(19.70)	(18.98)	(14.42)	(16.13)	(15.23)	(14.65)	(19.20)
Delivery Equipment Expense	4.64	3.09	2.77	2.99	3.43	3.43	2.90	2.48	2.51	3.06	3.22
% Delivery Volume	(7.54)	(6.12)	(5.64)	(4.82)	(7.90)	(11.46)	(6.87)	(6.91)	(6.08)	(6.43)	(7.97)
Store Salaries & Expense	4.37	5.77	3.85	3.76	4.29	6.46	5.87	2.45	6.61	4.69	5.59
% Store Volume	(13.86)	(12.59)	(7.81)	(10.09)	(7.74)	(9.38)	(10.16)	(3.82)	(12.06)	(9.82)	(10.96)
Sales Promotion Expense	2.21	2.41	2.68	3.85	3.00	4.17	2.50	2.31	3.14	3.00	2.99
Claim Adjustments	.29	.41	.22	.27	.35	.58	.41	.54	.31	.33	.35
TOTAL SALES & DIST.	19.67	18.91	16.97	17.19	19.62	20.32	17.77	13.57	18.86	18.04	19.97
OFFICE & ADMINISTRATIVE											
Office Salaries & Expense	5.15	4.12	2.02	3.14	3.53	3.46	3.21	3.34	3.46	3.32	3.18
Other Expense (Off. & Adm.)	1.43	2.14	1.30	1.93	1.96	2.80	2.03	1.57	1.75	1.82	1.80
EXECUTIVE SALARIES	5.64	7.41	4.59	5.89	7.43	5.83	3.76	4.42	4.42	5.61	5.80
TOTAL OFFICE & ADM.	12.22	13.67	7.91	10.96	12.92	12.09	9.00	9.33	9.63	10.75	10.78
Total Expense	95.10	90.27	86.24	84.79	92.67	90.99	88.22	88.70	86.80	88.42	91.65
Net Profit Before Taxes	4.90	9.73	13.76	15.21	7.33	9.01	11.78	11.30	13.20	11.58	8.35

Source—National Institute of Drycleaning

Section I: New England—Conn., Maine, Mass., N. H., R. I., Vt.
 Section II: Middle Atlantic—N. J., N. Y., Pa.
 Section III: East North Central—Ill., Ind., Mich., Ohio, Wis.
 Section IV: West North Central—Iowa, Kans., Minn., Mo., Neb., N. D., S. D.
 Section V: South Atlantic—Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.

Section VI: East South Central—Ala., Ky., Miss., Tenn.

Section VII: West South Central—Ark., La., Okla., Tex.

Section VIII: Mountain—Ariz., Colo., Idaho, Mont., Nev., N. M., Utah, Wyo.

Section IX: Pacific—Cal., Ore., Wash.

borhood press shops or tailor shops consists in the utilization of machines by the plantowner. Therefore, under the wage incentive system the drycleaning plant operator gets an extra benefit from the fact that his machines as well as his employees are used at more nearly their standards of capacity.

Actually, however, when bonuses are paid for extra production and these bonuses are graduated to pay slightly more per unit above 100 percent, the result from the better employees is usually an output approximately 120 percent of capacity. On such a regular premium production, the employee can often increase his earnings by 25 percent or more.

The whole purpose of the wage incentive plan is to encourage and pay the employee for working steadily at his or her best (yet comfortable) rate of work. In fact, the chief reward to the plantowner in the establishment of wage incentives is to obtain a standard hour's production from his employees each hour of the day. If that aim only is achieved, it is well worth all of the expense, paper work and supervision required.

Effects of Price Changes

The whole subject of price is highly controversial, but there can be no argument with the axiom, "Look before you cut."

Neither of the two price charts given here reflects the situation in any specific cleaning plant. The tables have been prepared merely to show the effects of changed prices under certain assumed conditions. In this respect the information is applicable from a theoretical viewpoint to any plant in the country.

Price chart 1

Most cleaning plants are laid out to produce a certain number of pieces or pounds per week regardless of price charged. The first table reflects the results of reduced prices in a plant equipped to handle 1,000 pieces per week at prices averaging \$1 per piece.

This "base situation" is recorded in the first line. Column

Price Chart 1

A	B	C	D	E	F	G
Price per piece	Pieces per week	Sales per week	% Decrease in weekly sales below \$1 prices	If productive payroll is now		
				25%	30%	35%
				At reduced prices productive payroll will become		
\$1.00	1,000	\$1,000	....	25.0%	30.0%	35.0%
.90	1,000	900	10%	27.7%	33.3%	38.8%
.80	1,000	800	20%	31.2%	37.5%	43.5%
.70	1,000	700	30%	35.7%	42.5%	50.0%
.60	1,000	600	40%	40.6%	50.0%	58.3%
.50	1,000	500	50%	50.0%	60.0%	70.0%

Price Chart 2

A	B	C	D	E	F	G	H	I
Price per piece	Weekly sales in dollars	Pieces per week	Percentage of increase in pieces above 1,000	Man-hours required	If productive payroll is now			Percentage of costs to be allotted to supplies
					25%	30%	35%	
					At reduced prices productive payroll will become			
\$1.00	\$1,000	1,000	.....	300.0	25.0%	30.0%	35.0%	7.0%
.90	1,000	1,112	11.2%	333.6	27.8%	33.3%	38.9%	7.7%
.80	1,000	1,250	25.0%	375.0	31.2%	37.5%	43.7%	8.7%
.70	1,000	1,429	42.9%	428.7	40.7%	42.8%	50.0%	10.0%
.60	1,000	1,667	66.7%	500.0	41.6%	50.0%	58.3%	11.6%
.50	1,000	2,000	100.0%	600.0	50.0%	60.0%	70.0%	14.0%

A sets up the various assumed piece prices. Column B reads 1,000 pieces all the way through since the plant is operating at full capacity irrespective of retail charges. Column C reveals the plant's reduced income in dollars while Column D shows identical reductions in percentages. Columns E, F and G point out how reduced prices swell productive labor costs with three different percentages taken as the base.

It is assumed that both quality and wage rates remain stationary. Under these circumstances, if an operator has a productive labor cost of 30 percent at \$1 prices, he pays out 30 cents to produce each piece. Furthermore, he continues to pay 30 cents per piece no matter what he charges the customer. While the actual lump sum in dollars paid out each week is the same in every case, the labor cost mounts percentage-wise in relation to the decreasing cash coming in.

Column E records the number of man-hours required to produce certain dollar volumes at various piece prices. Columns F, G and H show the effect on the productive payroll.

Column I reports the percentages of costs which must be allotted for supplies to process the heightened piece volume while dollar volume remains fixed. Here, again, it is supposed that quality of the work and wage rates do not fall off with declining prices.

It is further assumed that the plant produces 1,000 pieces per week at maximum efficiency. Consequently, the increased pieces required can be processed only by hiring new help. In this case, the actual amount paid out to labor climbs while the number of dollars received from the customers remains fixed.

Price chart 2

Approaching reduced prices from a different viewpoint, the second table shows the possible effects of attempting a uniform dollar volume at lowered prices per piece.

Line one, again, is the base—a plant handling 1,000 pieces per week at an average retail charge of \$1 per piece. Column A establishes the assumed prices. Column B is the same in every case since the table is set up on the assumption that an attempt is being made to maintain weekly income at \$1,000. Column C reports the increasing number of pieces needed to retain the same volume in sales.

Column D interprets increased prices required in terms of percentages. Note that while a drop from \$1 per piece to 80 cents per piece is a cut of only 20 percent in price, the added number of pieces needed is rated at 25 percent. This is explained by the fact that, while additional pieces are being brought in to maintain \$1,000 weekly sales at reduced prices, all of this new business produces 20 cents per piece less than do pieces selling at \$1. Consequently, the percentage necessary in increased orders will always be greater than the actual percentage of the price cut. Finally, as shown in the last line, a 50 percent reduction in price demands a 100 percent rise in the number of pieces.

Volume-Profit Relationship

WHAT COUNTS at the end of the year are the actual dollars in your pocket, regardless of what percentage of sales or invested capital they represent. That's what a man has to live on and have fun on. Percentages tell him how efficient his operations are, which only makes him mad.

Percentage increase or decrease in volume	Profit percentage necessary to hold dollar income	
	A	B
150	9.5	4.9
140	10.3	5.2
130	11.1	6.1
120	12.2	6.9
100 starting point	15.0	7.5
90	17.0	8.2
80	19.5	9.5
70	23.0	11.0
60	27.7	13.2
50	35.3	16.3

The table given here shows how profit percentages must change on a fluctuating volume to enable a plantowner to maintain a steady dollar income. If his volume is dropping it indicates the point at which he must hold his costs. With increasing volume it tells how much his costs may be permitted to increase and still provide him with the same number of dollars at the end of the year.

In this chart two percentages (15 percent and 7½ percent) were selected merely as examples of the effects of volume changes on the profit. If the dollar profit equals 15 percent of the current volume then Column A shows the decrease in percentage to total volume that this dollar volume represents as the dollar volume increases. Likewise, it shows the increase in percentage of sales represented by this dollar profit when total sales decrease. If the current profit equals 7½ percent of sales, a similar relationship is indicated in Column B.

For those who wish to toy with such figures, here is the formula for estimating percentages of sales necessary to maintain dollar profits:

- | | |
|---|-------|
| 1. Set down percent of sales at start as decimal..... | 0.15 |
| 2. Add number 1 (1 plus .15)..... | 1.15 |
| 3. Multiply by percentage change in volume (10% = .10) .. | 0.115 |
| 4. Subtract from number 1 (1 - .115) if volume decreased... 0.885 | |
| 5. Divide into starting percentage (.15 ÷ .885)..... | 0.17 |
| or 17 percent profit to be maintained | |
| 4. If volume increased, add .115 to number 1..... | 1.115 |
| 5. Divide into starting percentage (.15 ÷ 1.115)..... | 0.122 |
| or 12.2 percent to be maintained | |

Break-Even Charts

A cut in prices can be a risky proposition. A break-even chart shows how much additional volume a price reduction must bring in to keep a plant in the black. The sample chart shows that a 10 percent price cut for this small cleaner would require a volume equal to 83 percent of his plant capacity to break even, whereas only 62 percent capacity was required at the former price level.

To make your own chart you must know:

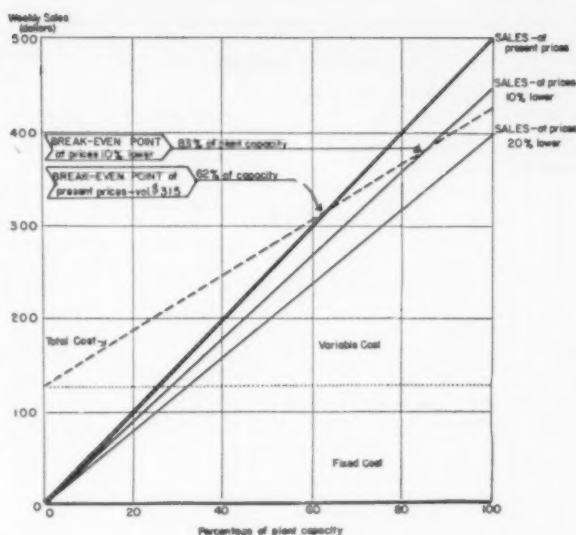
1. Physical capacity of your plant.
2. Potential sales income at capacity operation.
3. Amount of fixed costs (costs which do not fluctuate with volume, such as rent, insurance, depreciation, taxes, executive, supervisors' and office salaries, etc.).
4. Ratio of variable costs (costs which vary according to volume being processed) to sales income, expressed as a percentage.

Then a chart is ruled off, as shown, with dollar sales on the vertical axis, percentage of plant capacity on the horizontal. At 100 percent capacity the small plant for which the break-even chart is illustrated can handle \$500 weekly. The heavy diagonal sales line drawn from corner to corner makes it possible to translate sales into capacity (or the reverse) at any one point on the line.

Fixed costs amount to \$125, so a dotted line indicating fixed costs was drawn straight across the graph from the \$125 point on the dollar sales axis. Variable costs amount to 60 percent of sales volume, so at 100 percent capacity they would total \$300. Our total cost at full capacity is \$300 plus \$125. The dash line on the chart represents this cost.

The intersection of the total sales line and the dash line is the break-even point, which works out to be \$315 or 62 percent of capacity.

If the operator were to cut prices 10 percent across the



Cut price cuts profits according to break-even chart showing effect on profits of 10-percent cut across the board as compared to 20-percent cut. The 20-percent cut pushes the break-even point above plant capacity! Remember "plant capacity" means pounds or pieces plant can handle. If another cost line were drawn from 100 at left and parallel to broken line, it would represent 20 percent reduction in cost, which would be a fantastic achievement. Yet it would intersect the sales line (at 20-percent price reduction) exactly at the edge representing plant capacity, indicating that the plant still would only break even

board, the break-even point would move up to \$373.50, or 83 percent of capacity. A 20 percent cut in prices would clearly make it impossible for the plant to break even without increasing capacity or drastically lowering fixed costs.

A good break-even chart will also indicate profits. Profit on the chart is the distance between the total cost and sales lines above the break-even point. If we assume that the plant represented by this chart is doing \$400 a week at present prices, its profit (difference between cost and sales) would be about \$33. If it operated at full capacity with a 10 percent price cut, weekly profit would amount to less than \$20.

Initial Supplies

THE FOLLOWING LIST represents the minimum initial supplies required by the new drycleaner who is opening his own plant. Based on the recommendations of one of the country's largest jobbers, quantities are kept low in every case to reduce the original investment.

After acquiring experience with various brands and types of products, the young drycleaner will be in a better position to gain the benefits of buying in quantity. The supplies listed here are entirely adequate aiming for an early volume of \$300 to \$500 a week.

Cleaning Room

Charged soap	30 gallons
Filter aids (diatomaceous earth and/or sweeteners) ..	200 pounds
Activated carbon	25 pounds
14-quart pails	2
Bristle benzene-soap brushes (for prespotting and handbrushing with dry solvent) ..	2
Soap strength test kit	1
Fatty acid test kit	1

Continued on page 130

Continued from page 129

Wetcleaning Supplies

Bristle brushes, approximately 2 by 5 inches	2
Scouring brush	1
Wetcleaning soap	25 pounds
Hydrosulfite of soda	1 pound
Drycleaning sour	10 pounds

Spotting Aids

Ammonia, 26°	1 gallon
Acetic acid, 28 percent	1 gallon
Glacial acetic acid	1 quart
Oxalic acid crystals	5 pounds
Sodium perborate	5 pounds
Borax	10 pounds
Permanganate of potash	1 pound
Bisulfite of sodium	5 pounds
Standard paint and grease remover	2 gallons
Standard prespotter	2 gallons
Standard ink remover	1 pint
Standard digester	½ pound
Standard lipstick and rouge remover	1 pint
Amyl acetate	1 quart
Combination wet and dry spotter	1 gallon
Eye-dropper bottles	6
Spotting brushes, black and white	1 each
Spatulas (bone scraper)	2
Rust remover (in tube or rubber bottle)	1
Hydrogen peroxide (10 vols. 3 percent)	8 ounces
Cheesecloth	10 yards
Chamois	1
Turkish towels	1 dozen
Spray gun (either compressed air or city water pressure)	1

Finishing Department

Press flannels, cut to size	6
Press pads, cut to size	6
Press pad covers	18
Cover springs	6 cards
Spray guns for presses	2
Stapling machine	1
Staples	5,000
Record Book No. 39	1
Standard sales or receipt books	50
Moth spray	1 gallon
Paradichlorobenzene crystals	5 pounds

Packaging Supplies

Hangers	3,000
Garment bags (suit—36 inches)	1,500
Garment bags (dress—54 inches)	1,500
Mothproof bags (suit)	100
Mothproof blanket bags	100
Dress shields (for hangers)	2,000
Trouser guards	3,000
Pins, common	1 pound
Pins, safety No. 1	20 gross
Pins, safety No. 2	5 gross
Pins, safety No. 3	5 gross
Tags	10,000
Necktie envelopes, boards and bands	200 each
Glove bags	1,000
Hat bags	1,000
Cotton twine	10 pounds
Cellophane ribbon	1 roll
Wrapping paper, 30-inch	1 roll
Wrapping paper, 36-inch	1 roll
Gummed tape	2 rolls
Scotch tape	2 rolls
Paper cutter	1
Scotch-tape dispenser	1

Sample Production Standards

PRODUCTION ESTIMATES are essential in deciding how much equipment to purchase and how many people to employ, and in setting up an efficient layout.

The accompanying table is an average of figures taken

from a number of plants. As such the figures should be considered *only as tentative production standards*.

Plant standards vary in terms of quality, type of equipment, layout, level of skilled help, management efficiency and other phases of production. For that reason it is difficult to set a standard of production applicable to all plants. However, management should not hesitate to use the table as a guide to intelligent production planning.

A good example of the effect equipment has on production can be seen in the drycleaning room estimate. This runs from 60 to 263 pounds. The wide spread, in this case, is due to different capacities of drycleaning rooms.

Another example of wide spreads is in the listing, "jackets, wool, ladies', touch-up." The spread, 30 to 90 pieces, reflects the varying quality standards of different plants. On the one side the touch-up would be taking longer than the steaming, whereas by giving the slightest touch-up possible, one girl can handle volume for two steamers with ease.

OPERATION	ESTIMATED PRODUCTION
Marking	145-150
Marking and invoicing	50-60
Classification	167
Inspection	250
Assembly	120
Bagging and shipping	100
Inspection, assembly, bagging and shipping	28
Drycleaning	60-263
Wetcleaning	15-25
Silk spotting	17-27
Wool spotting	80-110
Free sewing	10-47
Measuring garments	20-34
Stretching dresses	20-25
Stretching trousers	30
Silk pressing, plain dresses	10
Wool pressing, dresses	15
Wool pressing, suits	8
Dresses, silk, plain; steamer, puff irons, press	22
Dresses, silk, to 8 pleats; sleeve, puff iron, press	11-13
Dresses, silk, as they come; hand	6
Dresses, as they come	12
Dresses, silk, under 9 pleats; machine	7-12
Dresses, silk, over 8 pleats; machine	4
Dresses, silk, puff irons, press, hand iron	28-32
Dresses, silk, plain, wetcleaned; hand	6
Dresses, silk, fancy, wetcleaned; hand	4
Dresses, silk, sunburst	4
Dresses, silk, children's plain or fancy	9-11
Evening and dinner gowns, plain, silk	2-7
Evening gowns and wedding dresses, fancy, silk	1-4
Dresses, wool, plain or pleated; machine	21
Dresses, wool, plain or pleated; steamer, utility	21
Dresses, wool, under 9 pleats; hand	11-17
Dresses, wool, over 8 pleats; hand	7
Skirts, silk, to 8 pleats; machine	17-33
Skirts, silk, over 8 pleats; machine	11-13
Skirts, silk, plain; machine	33-40
Skirts, silk, to 18 pleats	20
Skirts, silk, 18 pleats or sunburst	3-6
Skirts, wool, to 8 pleats	20
Skirts, wool, over 8 pleats	10-12
Blouses, silk, plain	13-25
Blouses, silk, fancy	5-17
Blouses, silk, plain; hand	6-10
Blouses, silk, fancy; hand	4-7
Jackets, silk, plain	25-26
Jackets, silk, fancy	14
Jackets, boleros, silk	15-20
Jackets, silk; hand	8-17
Jackets, wool, ladies'	19-30
Jackets, wool, ladies'; steamer	41-45
Jackets, wool, ladies'; touch-up	30-90
Jackets, canvas	6

OPERATION	ESTIMATED PRODUCTION	OPERATION	ESTIMATED PRODUCTION
Trousers, wool; machine	21	Snowsuit jackets	20
Trousers, wool; lopper	30-50	Snowsuit legging	30
Trousers, wool; legger	36-50	Snowsuits, one-piece	12
Trousers, wool, drycleaned	17-40	Children's knickers, leggings	25-33
Trousers, wool, wetcleaned	11	Breeches	33
Trousers, wool, wetcleaned, top	20-33	Suit-coat linings; machine	56-100
Trousers, wool, wetcleaned, leg	33	Suit-coat linings; hand	31-35
Slacks, silk, top	20	Trousers, pockets and seams, wetcleaned	36-50
Slacks, silk, leg	20	Vest linings	52-100
Slacks, wool, ladies', top	40	Coats, half-lined, wetcleaned	25
Slacks, wool, ladies', leg	28	Coats, full-lined	18
Suit coats; steamer, touch-up	17	Jacket linings, ladies'	21
Suit coats; machine	13-35	Coat linings, children's, as they come	27
Vests	35-100	Tapcoat linings, men's; hand	27
Top and overcoats; machine	13-36	Coat linings, women's; hand	14-25
Top and overcoats; steamer	30-67	Suit-coat linings, women's; hand	30
Top and overcoats; touch-up	40-67	Coat linings, women's; machine	26
Raincoats and reversibles	5-20	Coat linings; steamer and sleeve	25-26
Shirts, silk	9-17	Jacket sleeve linings, women's	75
Shirts, men's sports	12-22	Linings, loose	46
Shirts, silk, ladies'	20	Linings; machine	50
Shirts, long-sleeve; hand	4	Open seams and press pockets	29-32
Shirts, short-sleeve; hand	6	Uniform, dress, top; hand	9
Shirts, plain	13-20	Uniform, dress, bottom; machine	35
Shirts, wetcleaned	10	Ski jackets, gabardine, lined	10
Sweaters	25-46	Chair gowns	10
Scarfs, as they come	33-50	Tiebacks	100
Ties, as they come	56-60	Valances	9
Belts, silk	75-90	Drapes, per panel	16-25
Belts, wool	90-100	Drapes, unlined	15
Robes, quilted	5-6	Davenport covers	5-7
Robes, plain, and housecoats	11-13	Chair covers	6-9
Slips	15-20	Cushion covers	33-45
Bathrobes, wool	12-20	Bedspreads	10
Hats, caps	50	Curtains, per panel	22-23
Sleeves; steamed	40	Curtains, ruffled	9-10
Mixed wools	20	Tablecloths, lace	10-33
		Comforters, blankets	10-33
		Scatter rugs, scarfs	33

THE ENGINEERING DEPARTMENT

Fundamentals of Boiler Selection

Before you order a new boiler, a responsible boiler engineer should be called in to help select the proper unit for your plant. To help you and the consultant, be sure you receive the answers to the following questions:

1. Will the boiler provide ample steam at the proper steam pressure?
2. Is the boiler safe to operate?
3. Is it efficient, so as to provide steam at minimum fuel cost and low stand-by losses?
4. Will the boiler steam quickly?
5. Is the boiler flexible?
6. Can it be installed at reasonable cost?
7. Is the boiler compact, to save space?
8. Does the boiler comply with safety ordinances, including National Board, ASME, Board of Fire Underwriters, etc.?

The boiler engineer can recommend an oil- or gas-fired packaged boiler, a water-tube or fire-tube type, centralized or decentralized and other variations. Each of the different types has advantages and disadvantages. That is why the plantowner must weigh the pros and cons for each type in consultation with the boiler expert.

Selection of the proper boiler for your needs is a small problem if you get the facts on the eight questions given above. Manufacturers of drycleaning equipment have provided us with the data on the horsepower requirements of their units. This information is listed on the next page.

Be sure to inventory every piece of equipment you plan to use. Before you add the required number of boiler horsepower units, include the estimate of heat losses, plus the stand-by losses in the boiler and a percentage for anticipated growth (usually 25 percent). If there are other heating requirements such as comfort heating, hot-water needs, dry-rooms, be sure to include these figures in the total boiler horsepower needed.

Proper sizing of a boiler is exceedingly important since too small a unit will increase production and maintenance costs. We know of one cleaner who, for years, had a boiler so small that he could not distill his petroleum solvent while the plant operated. This meant that he spent a couple of nights a week running the boiler and still himself, or paying overtime to his cleaner to do this work.

What he wasted in time and fuel, as well as salary, would have paid for an adequate boiler several times over. Another thing: the small boiler produced steam of low quality and pressure because he was always pushing it. Poor workmanship on the finished product resulted, and it actually hurt his volume growth.

Today there are many plants with inadequate steam capacity. While an entirely new system may be in order, some plants are getting around the difficulty by adding another boiler to supplement their present equipment. Many manufacturers agree with this practice, since a major breakdown does not completely shut down a plant. Two units can carry

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the normal load with ease, and in those emergencies the plant can at least limp along until repairs are made.

When calculating boiler requirements, it is essential to plan to insulate the steam headers throughout the plant. Not only does it add to employee comfort; it saves real money.

For example, an uninsulated steam line 2 inches in diameter will lose more than 1.5 b.hp. every hour for every 100 feet it extends. Insulation will save more than three-fourths of that b.hp., otherwise lost through radiation.

Similarly, a good boiler insulation job will save you money. This can be done effectively, and at little cost, with a two-coat asbestos job wired on with chicken wire. The second coat should be troweled smooth and hard. The two coats should have a total minimum thickness of 1½ inches. There are also special boiler coverings commercially available.

Does your boiler have sufficient ventilation?

There are two points to consider for efficient operation and maximum output of your boiler. One factor involves the stack and chimney; the other, proper ventilation in the boiler room.

The chimney itself should be higher than any adjacent building and should extend at least 4 feet above a roof, parapet or bulkhead. It is better if no cap is placed on top of the chimney. But if one is used, it should be mounted at a height equal to the diameter of the chimney.

No other equipment should be attached to the same chimney, because the efficiency of both units will be reduced. If you plan to try this, be sure to consult a boiler expert beforehand. It will only work under special conditions.

The stack, that portion from the boiler to the chimney, should be as short as possible with as few bends as possible. The stack should always slant upward toward the chimney. If it is necessary to run the stack more than 6 feet, add 1 foot of chimney height for every extra 2 feet of stack. If more than two 90 degree els are used, add 1 foot of chimney height for every extra el.

Recommended Opening Sizes

Boiler Hp.	Opening
6	10" x 9"
10	10" x 14"
15	10" x 22"
20	15" x 20"
30	20" x 20"

There should be a fixed opening; not a door or window because often in cold weather such openings are closed for comfort. There should be a louvered, screened opening direct to the outside.

Drycleaning plants generally add to boiler ventilation problems. Tumblers and driers take vast amounts of air. Add to this the effects of exhaust fans which further rob the boiler of vital air. They do this by creating a down draft in the chimney as they suck their air requirements. Unless sufficient outside air is brought into the boiler room it will cause rumbling, combustion noises, minor explosions at the start, sooty flame and generally unsatisfactory operation.

Most states have minimum space requirements on boiler installations. For example, in New York there must be at least 2 feet on all sides of the unit. On your presently installed unit, no doubt you are at least conforming with regulations. But on any future installations we suggest you

plan for ample room around the unit. Congested installations will more than double maintenance costs.

It is wise to allow 4 feet from the chimney end of the boiler to the back wall for servicing. Wherever possible, allow room enough to remove the tubes, which are the approximate length of the boiler.

Equipment Requirements in Boiler Horsepower

Equipment	Boiler Horsepower
Finishing (Drycleaning)	
Mushroom and topping presses	.75
Utility presses	1.50
Hothead offset presses	1.50
Legging presses	1.50
Steam irons	.25
Steam-air finishers	2.00
Three-head puff irons	.33
Four-head puff irons	.50
Bag sleeves	.50
Steam finishing boards	1.50

Finishing (Shirts)	
Cuff presses	.75
Yoke presses	.25
Single sleeve presses	.25
Double sleeve presses	1.25
Cabinet sleeve presses	1.25
Collar presses	.35
Body presses	1.50
Bosom presses	1.50
Cabinet bosom and body presses	1.75

Petroleum Vacuum Stills	
25 g.p.h.	1.5
50 g.p.h.	2.0
75 g.p.h.	2.6
125 g.p.h.	5.4
200 g.p.h.	8.6

Synthetic Solvent Stills	
20 g.p.h.	1.25
30 g.p.h.	2.0
50 g.p.h.	2.5
75 g.p.h.	4.0
100 g.p.h.	5.0

Petroleum Tumblers	
36" x 30"	3.0
36" x 40"	3.25
42" x 42"	4.0

Synthetic Recovery Units	
36" x 24"	.75
36" x 30"	1.00
36" x 36"	1.50
42" x 42"	2.00

Miscellaneous Equipment	
4-foot drying cabinet	2.00
Spotting board	.75
Windwhip	4.00
Pants stretcher	.75
Muck cooker	2.00

(Note: These are the requirements of each piece of equipment, regardless of whether a 1-girl, 2-girl or larger unit is considered. One manufacturer suggests that b.hp. for the complete unit be between 4½ and 6½ for each unit. All figures on presses and spotting boards are based on the use of an air vacuum system. If a steam vacuum system is used, the horsepower requirements go up at least one-half horsepower per unit. This is a definite economic reason for using air, in addition to the fact that an air vacuum arrangement provides much more flexibility in layout and workflow.)

Useful Boiler Definitions

One B.Hp. = 34.5 pounds steam per hour (from and at 212° F)
One B.Hp. = 33,472 B.t.u. per hour
One B.Hp. = 139.5 square feet E.D.R. (steam)
One square foot E.D.R. (steam) = 240 B.t.u. per hour
One square foot E.D.R. (hot water) = 150 B.t.u. per hour
One pound steam (from and at 212° F) = 970 B.t.u. per hour
One therm = 100,000 B.t.u. per hour

Courtesy Fulton Boiler Works, Inc.

Sizes for Boiler Combustion Chambers

Method of firing	B.t.u. per cubic foot	Approximate cubic feet required per hp.
Hand	50,000	1 1/8 cubic feet
Stoker	45,000	1 cubic feet
Oil	30,000	1 1/2 cubic feet
Pulverized Coal	20,000	2 1/4 cubic feet
Gas	30-35,000	1 1/2 cubic feet

In computing cubic contents of combustion chambers measure the depth to bridgewall for underfeed stoker and hand firing; the entire depth for pulverized coal, oil or gas firing and for spreaders or overfeed stokers. Width times height times depth will give the cubic contents. From the table, an oil-fired installation requires 1 1/2 cubic feet of combustion chamber per horsepower, thus a 50 hp. boiler should have about 75 cubic feet of combustion chamber.

Check List for Boiler Maintenance

DAILY

1. Blow down boiler regularly. (When boiler is in service see that the blowdowns are made when steam generation is lowest.)
2. Blow down boiler level control.
3. Check lubrication on air compressor or blower.
4. Make certain boiler ignites properly.
5. Check the water level.
6. Keep the boiler room clean.

QUARTERLY

1. Inspect and clean burner.
2. Check heating surface for corrosion, pitting or scale.
3. Clean strainers ahead of traps in steam lines.
4. Examine all valves and cocks (reground valve seats and repack stems where necessary).
5. Replace all gaskets when closing up boiler.
6. Refill boiler and check water level.

SEMIANNUALLY

1. Clean all fireside surfaces of soot deposit.
2. Drain boiler, flush internal surfaces with a pressure hose.
3. Remove all scale deposit.
4. Check tubes and replace badly pitted ones.

ANNUALLY

1. Clean fire and water sides thoroughly.
2. Check fire brickwork and replace or repair when necessary.
3. Check feedwater pump and motor alignment. Examine pump and base bolts for tightness.
4. Check water pump shaft packing.
5. Check electrical controls and terminals.
6. Replace gaskets when closing boiler.

Recommended Chimney Sizes

Boiler size	Chimney size
4 hp.	6" dia. x 10 feet
6 hp.	6" dia. x 10 feet
10 hp.	8" dia. x 10 feet or 6" dia. x 25 feet
15 hp.	10" dia. x 10 feet or 8" dia. x 25 feet
20 hp.	12" dia. x 10 feet or 10" dia. x 25 feet
25 hp.	12" dia. x 10 feet or 10" dia. x 25 feet
30 hp.	14" dia. x 10 feet or 12" dia. x 25 feet

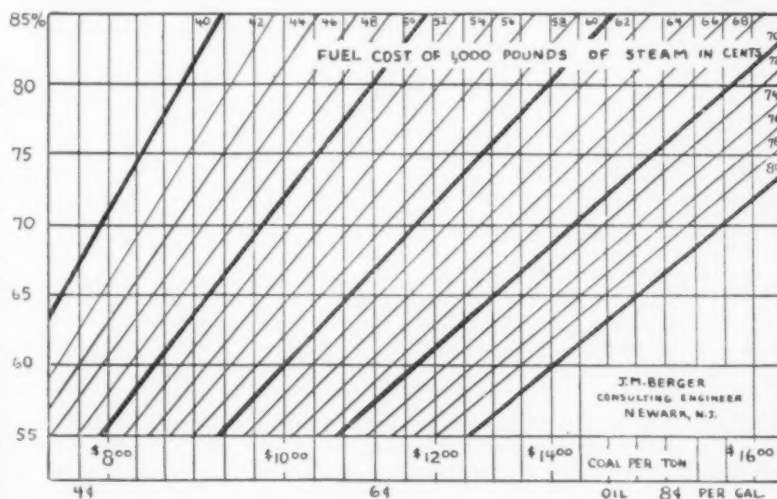
Recommended chimney sizes for the average installation are given in the chart above.

It is most important that the boiler have sufficient ventilation. Without sufficient fresh air the fire is starved. By ventilation, we mean there must be an opening direct to the outside air, of sufficient area to provide the air needed for proper combustion.

To burn fuel properly, one square-inch opening is needed for every 3,000 B.t.u. input of fuel. Another way of saying it is that in the case of an oil-fired boiler 50 cubic feet of air per minute are required for burning fuel.

Steam Cost Chart

Chart indicates the cost of steam at varying prices for coal and oil with different over-all operating efficiencies. From cost of oil or coal at the bottom of chart trace up to point of assumed boiler efficiency on the scale at the left. The point of intersection on the slanting line will show fuel costs per 1,000 pounds of steam and can be read to nearest cent or to a tenth of a cent by proportion. For example, a plant using No. 6 Bunker C oil selling at 5.2 cents per gallon with a boiler of 65 percent efficiency will be paying 53.4 cents per 1,000 pounds of steam. Improving the boiler efficiency to 75 percent will cut steam cost to 46 cents, resulting in a saving of 7.4 cents per 1,000 pounds. Or a 70-percent-efficient boiler burning 14,000 B.t.u. coal selling at \$10 per ton will deliver 1,000 pounds of steam at 51 cents per thousand pounds. This chart may be used in plotting the comparative costs of coal and oil or for figuring possible savings from stokers and combustion controls. If fuel costs go higher than shown on chart use one half fuel cost and multiply resulting cost of steam by 2.



Based on 14,000 B.t.u. per pound of coal and 150,000 B.t.u. per gallon of oil, steam pressure 105 pounds gauge, moisture 2%, feed water 205° F

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Requirements for Hot-Water Heaters and Storage Tanks

Storage	G.P.H.	Boiler Hp. Required at Capacity
40 gal.	150	5.25
65 gal.	200	7.
100 gal.	300	10.5
200 gal.	450	15.7
360 gal.	750	26.

Courtesy Fulton Boiler Works, Inc.

Steam Temperatures at Various Pressures

Lb. Pressure Per Sq. In.	Temperature F.	Lb. Pressure Per Sq. In.	Temperature F.
0#	212°	65#	312°
5	227	70	316
10	239	75	320
15	250	80	324
20	259	85	328
25	267	90	331
30	274	95	335
35	281	100	338
40	287	105	341
45	292	110	345
50	298	115	348
55	303	120	351
60	307	125	353

Fractional temperatures to nearest integer.

Courtesy Fulton Boiler Works, Inc.

Steam-Line Sizes

Number of Presses	Size Steam Line
1-2	½ inch
3-4	¾ inch
5-6	1 inch
6-10	1 ¼ inches
10-14	1 ½ inches
14-25	2 inches

Gallons of Water To Feed Boilers

Horsepower	Gallons per minute	Gallons per hour
50	3.45	207
75	5.18	311
100	6.90	414
125	8.63	518
150	10.35	621
175	12.08	725
200	13.80	828
225	15.53	932
250	17.25	1035

One gallon of water weighs 8.34 pounds at 60° Fahrenheit. One boiler horsepower equals 34.5 pounds of water or 4.14 gallons of water evaporated per hour from 212° Fahrenheit.

Boiler hp. \times 34.5 = pounds of water required per hour
 Boiler hp. \times 4.14 = gallons of water required per hour
 Boiler hp. \times .069 = gallons of water required per minute

Losses From Boiler Scale

Character of scale	Thickness	Loss of efficiency	Coal wasted from every ton of coal fired
Hard	1/50"	5.4%	100 lb.
Hard	1/32"	7.2%	140 lb.
Hard	1/25"	9.3%	180 lb.
Hard	1/16"	12.6%	220 lb.
Hard	1/9"	15.9%	320 lb.

To combat loss in efficiency and excessive fuel costs resulting from boiler scale, some plants remove all scale-forming elements from the water before it is fed to the boiler. This is the ideal method but not always practical. Under other circumstances, feed water is treated with compounds changing the elements in the water from those quick to attach themselves to the boiler to those that remain in solution or form a soft sludge that can be blown out.

Boiler Heat Balances

(For good, fair and poor operating conditions)

	Coal			Fuel Oil			Natural Gas			
	Good	Fair	Poor	Good	Fair	Poor	Good	Fair	Poor	
Heat loss in unburned coal	0.4	1.5	5.0	Controllable losses
Heat lost in unburned gas (CO, etc.)	0.2	0.4	5.0	0.2	0.6	6.0	0.2	0.6	5.0	
Sensible heat lost in products of combustion	4.8	6.8	10.8	4.8	6.8	10.8	4.8	6.8	10.8	
Heat lost in excess air	0.9	1.9	10.3	0.7	1.9	10.3	0.7	1.9	10.3	Fixed losses
Latent heat lost in water vapor products of combustion	2.7	2.9	3.0	5.5	5.5	5.5	9.1	9.1	9.1	
Radiation and unaccounted-for heat losses (by difference)	1.2	2.5	4.0	1.2	2.5	4.0	1.2	2.5	4.0	
Heat used in generating steam	89.8	84.0	61.9	87.6	82.7	63.4	84.0	79.1	60.8	Steam
Based on flue gas temperature, °F.	300	400	600	300	400	600	300	400	600	
Based on excess air, percent	20	30	100	15	30	100	15	30	100	

Source—Bailey Meter Co.

A boiler that is 84 percent efficient employs 84 percent of the B.t.u. in the fuel for the generation of steam. The accompanying table quotes the percentages of B.t.u. dissipated in various ways of coal-, oil- and gas-fired boilers under good, fair and poor operating efficiencies. These percentages are grouped under controllable losses, fixed losses and those used in generation of steam.

A good installation using coal has an efficiency of 89.8

percent while with a poor installation the efficiency falls to 61.9 percent. Controllable losses are 31.1 percent for the poor coal-fired installation and only 6.3 percent for the good.

Not all controllable losses may be eliminated; to reduce some of them greatly may increase others. For instance, if the loss due to excess air is reduced too much, the saving effected will be offset by the increasing losses from unburned gases or smoke.

Chemicals Used in Internal Treatment

Purpose	Name	Formula	Action	Remarks
Corrosion Protection	Sodium hydroxide (caustic soda)	NaOH	Increases alkalinity, raises pH, precipitates magnesium	Contains no carbonate, so does not favor formation of CO ₂ in steam. Alkalinity must be carefully controlled; excess caustic soda may aid caustic embrittlement
	Sodium carbonate (soda ash)	Na ₂ CO ₃	Increases alkalinity, raises pH, precipitates hardness	Low cost, more easily handled than caustic soda. CaCO ₃ forms scale; soda ash breaks down releasing CO ₂ with steam; alkalinity must be controlled. Sludge conditioning needed
	Sodium silicate (water glass)	Na ₂ SiO ₃	Coats boiler metal	Protects against corrosion in low-pressure boilers using soft waters
	Amines	Ammonia derivatives	Prevent CO ₂ corrosion	Pass over with steam to prevent corrosion in condensate line
	Sodium sulfite	Na ₂ SO ₃	Prevents O ₂ corrosion	A scavenging agent used to neutralize residual oxygen not removed by deaeration, ferrous hydroxide, also used. Sulfite may break down to H ₂ S in steam
Hardness Precipitation	Sodium phosphates	NaH ₂ PO ₄ Na ₂ HPO ₄ Na ₃ PO ₄ NaPO ₃	Precipitate calcium as calcium phosphate, Ca ₃ (PO ₄) ₂ or preferably calcium hydroxyphosphate, Ca ₃ (PO ₄) ₂ , CaOH ₂	pH must be kept at 9.5 or above for reaction to take place. Proper compound must be chosen to adjust pH to best value. Finely divided calcium phosphate favors carryover. Sludge conditioning needed
	Sodium aluminate	Na ₂ Al ₂ O ₄	Precipitates calcium and magnesium	Forms jelly-like sludge
Sludge Conditioning	Tannins, lignins	Organics of varying constitution	Prevent feed line deposits, coat scale crystals to prevent their sticking to metal	Used with soda ash or phosphates. Are inert with respect to hardness removal. Break down under heat, hard to control. Also inhibit (slow down) embrittlement as does sodium nitrate, NaNO ₃
	Starch	(C ₆ H ₁₀ O ₅) _x	Same as tannins	Forms slimy coating to prevent scale. Breaks down under heat; no control
	Reactive colloids	Complex organics	Provide fluid sludge, minimize carryover	Will react with calcium and magnesium and adsorb scale crystals but have no direct control

Internal treatment is the feeding of chemicals directly to the raw water or into the boiler to: (1) precipitate impurities as a sludge in the water, (2) condition the sludge to keep it from sticking to the metal so it can be removed by blowdown, (3) adjust the water composition to make it noncorrosive.

The table lists some of the materials used to accomplish these three objectives. Commercial "boiler compounds," designed for a wide range of low- and medium-pressure boilers, include various combinations of these basic treatment materials. For high-pressure boilers, it's more common to

select the individual ingredients separately according to the individual installation.

Blowdown: In addition to removing sludge formed by treatment, blowdown is often used to control the solids concentration in boiler water. Concentration of chloride ions in water serves as a good indication of total dissolved solids, so the amount of blowdown is often determined by: blowdown (percent of makeup) = 100 (Cl in feedwater/Cl in boiler water). However, if the solids concentration is too high, the amount of blowdown required becomes excessive.

Percentage of Saving of Fuel by Heating Feedwater—Steam at 60 Pounds

Final Temperature	32°	40°	50°	60°	Initial Temperature of Water—Fahrenheit									
	32°	40°	50°	60°	70°	80°	90°	100°	120°	140°	160°	180°	200°	
60°	2.39	1.71	0.86	0										
80°	4.09	3.43	2.59	1.74	0.88									
100°	5.79	5.14	4.32	3.49	2.64	1.77	9.90	0						
120°	7.50	6.85	6.05	5.23	4.40	3.55	2.68	1.80	0					
140°	9.20	8.57	7.77	6.97	6.15	5.32	4.47	3.61	1.84	0				
160°	10.90	10.28	9.50	8.72	7.91	7.09	6.26	5.42	3.67	1.87	0			
180°	12.60	12.00	11.23	10.46	9.68	8.87	8.06	7.23	5.52	3.75	1.91	0		
200°	14.30	13.71	13.00	12.20	11.43	10.65	9.85	9.03	7.36	5.62	3.82	1.96	0	

Courtesy Fulton Boiler Works, Inc.

Trap Installation

A test valve hookup provides a simple way to check a trap's performance. It eliminates all guesswork whether a trap is operating properly. The standard hook-up shown on the following page fills the bill.

To test, simply close valve A and open valve B. The discharge can then be seen. The trap may be:

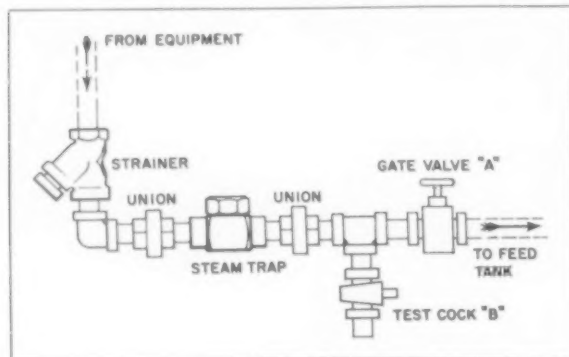
1. Opening and closing normally. If so, close B and open A. No maintenance is necessary.
2. Not discharging condensate, causing the equipment to lose temperature.
3. Blowing steam caused by dirt or scale, or some other cause.

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The last two conditions call for maintenance or repairs. For causes and remedies for trap troubles see outline at the right. In most situations it is more expedient to remove the trap and replace it at once with a stand-by trap. The defective unit can then be repaired at leisure, working on a table or bench.

On the other hand, most trap manufacturers supply repaired traps at little if any additional cost above the cost of parts. This has the advantage that a factory repaired, tested and guaranteed trap is ready for use when replacement is called for.



Simple standard steam-trap-strainer-test cock assembly for easy installation and maintenance

If you decide to make your own repairs, be sure to test the trap before installing it back in the steam line.

There is one more thing to remember when installing traps. There should be a shut-off valve that isolates each piece of equipment from the rest of the steam system. This way you can open the trap for inspection or make the suggested replacement while the rest of the equipment is operating.

Tips on Traps

The less maintenance traps need, and the simpler maintenance is, the better for you. The first step in preventive maintenance is choosing the right trap. Here are five qualifications:

1. Trap should release condensate quickly as it forms to keep equipment at maximum temperature for best output.
2. Trap should not leak steam in order to operate. (This is wasteful.) It should close steam tight when not discharging condensate.
3. Trap should bring equipment up to temperature in the shortest possible time and should not air-bind.
4. Trap should have few, simple working parts.
5. Trap should be smallest possible size to do the job. Oversized traps increase costs, can cause rapid wear and steam waste.

On that fifth qualification, here is another point to consider if you operate a petroleum plant. Today, most charged-system soaps call for low steam pressures for distillation (30-35 p.s.i.). It may be that your still came equipped with a high-pressure trap unless the low-pressure trap was specified. If that is the case, be sure to change the trap for maximum efficiency of distillation and conservation of steam.

It is vital that each and every piece of equipment be individually trapped. If not, interference between two or more units develops, seriously affecting output and steam consumption. While this may seem an elementary point, check every piece of equipment utilizing steam in your plant.

If one or more pieces are using a common trap, now is the time to make a change. It will save you money in the long run.

Remember, your traps should be fitted as closely to the steam-heated unit as is possible. This saves steam and makes the trap respond more quickly to conditions in the equipment. A strainer should be fitted before each trap to keep out dirt, scale and core sand that cause rapid wear and costly repairs.

A standardized piping job will simplify maintenance and replacement costs. There should be an inlet union from the trap.

Keep one or more of the various types of traps on hand in your stockroom. Then, when a trap needs cleaning or replacement, simply break the unions, remove the old trap and install the new. Then tighten the unions.

Trap Troubles—Causes and Solutions

Cold Trap—Most Likely Causes

1. Trap orifice plugged with dirt. Clean trap or replace. Be sure there is a strainer ahead of, or an integral part of the trap.
2. Vent closed with dirt or oil. Clean or replace and check strainer.
3. Dirty strainer ahead of trap. Blow it down or replace screen.
4. Badly worn valve parts. Replace trap.
5. Change in pressure. If you took a 30-pound trap from your still and placed it on your tumbler, it would refuse to open. Or if you operated at 80 p.s.i. with 80-pound traps and decided to increase boiler pressure to 100 or 110 p.s.i., the traps would have to be modified to conform to the new pressure. Be sure you have the right trap for the right job.

Cold Trap—Possible Causes

Steam pressure may be too high for trap due to:

1. Increase in boiler pressure.
2. Pressure regulator out of adjustment.
3. Pressure gauge on boiler reads too low.

There are many causes for hot trap conditions, too. Here are the symptoms and the remedies:

Hot Trap—No Discharge

1. Trap is installed above a leaky bypass valve.
2. Leaking syphon pipe in syphon-drained unit.

Steam Loss

If your test shows that the trap is blowing live steam, trouble may be due to:

1. Piece of scale lodged in orifice. Clean or replace trap.
2. Valve parts worn. Replace valve and seat.
3. Temporary prime loss. If the trap is blowing live steam, close inlet valve for a few minutes; then gradually open. If the trap catches its prime and operates, the chances are the trap is all right.

Continuous Flow

If the trap discharges water continually, there can be one of two things wrong. Check for these conditions:

1. Abnormal water condition. Boiler may foam or prime, throwing large quantities of water into the steam lines. A separator should be installed at the boiler. More important, check the feedwater conditions.
2. Trap too small for the job. Replace with proper sized trap.

Sluggish Heating

Sometimes a trap will cycle properly yet the unit fails to heat. This can be due to three different causes. Here they are:

1. One or more units may be short-circuiting. Be sure each unit is individually trapped.
2. Trap may have insufficient air-handling ability. Replace with proper unit.
3. High-pressure trap on low-pressure job. This is particularly true of stills, as mentioned earlier in connection with charged system soaps. Be sure you have the right size trap for the job.

Return Line Trouble

If the trap operates all right when discharging into the atmosphere but trouble is encountered when it is connected with the return line, excessive back pressure may be the cause. Check for:

1. Return line too small (trap hot). Enlarge line.
2. Other traps may be blowing steam. Check other traps and replace any defective units.
3. Atmosphere vent in condensate receiver may be plugged. (Trap can be either hot or cold.) Clean the vent.
4. Return line plugged with dirt. (Trap can be either hot or cold.) Clean return line.

Condensate Load a Trap Must Carry The Warming-Up Load

Showing the total steam condensed in raising ordinary wrought-iron pipe from 70° F. room temperature to saturated steam temperature for various pressures

Steam Pressure lb. sq. in.	2.3	5.3	10.3	25.3	50.3	100.3	150.3	200.3	250.3
Steam Temperature °F	219.4	228.0	240.1	267.3	298.0	338.1	366.0	388.0	406.2
Temperature Rise from 70° F.	149.4	158.0	170.1	197.3	228.0	268.1	296.0	318.0	336.2
Latent Heat	965.6	960.0	952.0	933.3	911.0	879.8	856.8	837.9	821.6

Pipe Size	Wt. of pipe per foot	Pounds of water per linear foot								
1"	1.7 lb.	.0295	.0314	.0342	.0404	.0477	.0583	.0660	.0725	.078
1 1/4"	2.3	.0400	.0426	.0463	.0548	.0647	.0791	.0895	.0983	.106
1 1/2"	2.7	.0478	.0509	.0553	.0655	.0773	.0944	.1070	.1174	.127
2"	3.65	.0643	.0687	.0745	.0883	.104	.127	.144	.158	.170
2 1/2"	5.8	.102	.109	.118	.133	.165	.202	.232	.250	.270
3"	7.6	.133	.143	.155	.183	.217	.264	.299	.328	.354
3 1/2"	9.2	.161	.173	.188	.222	.264	.320	.362	.397	.429
4"	10.9	.192	.205	.222	.263	.311	.378	.429	.472	.509
5"	14.8	.261	.278	.302	.358	.423	.514	.582	.641	.690
6"	19.2	.338	.362	.392	.464	.549	.666	.755	.829	.895
7"	23.8	.418	.448	.485	.575	.680	.826	.937	1.030	1.109
8"	28.8	.507	.542	.589	.696	.822	1.002	1.135	1.248	1.344
9"	34.1	.600	.624	.696	.825	.976	1.185	1.343	1.478	1.591
10"	40.5	.712	.761	.827	.978	1.156	1.408	1.593	1.752	1.890
11"	45.6	.803	.858	.931	1.102	1.304	1.588	1.795	1.973	2.125
12"	49.6	.871	.932	1.011	1.197	1.420	1.722	1.953	2.146	2.312
13"	54.6	.960	1.029	1.116	1.321	1.560	1.899	2.150	2.362	2.542
14"	58.6	1.031	1.102	1.196	1.416	1.674	2.035	2.310	2.535	2.730
15"	62.6	1.103	1.179	1.280	1.513	1.792	2.175	2.465	2.715	2.920

Source—Armstrong Machine Works

The Normal Radiation Load

Showing the rate of condensation in bare pipe carrying saturated steam at various pressures in quiet air at 75° F.

Pressure lb. gauge	2.3	5.3	10.3	25.3	50.3	100.3	150.3	200.3	250.3
Steam Temperature °F	219.4	228.0	240.1	267.3	298.0	338.1	366.0	388.0	406.2
Temperature Rise from 75° F	144.4	153.0	165.1	192.3	223.0	263.1	291.0	313.0	331.2
Latent Heat of Steam	965.6	960.0	952.0	933.3	911.0	879.8	856.8	837.9	821.6

Pipe Size	Length per sq. ft. of Radiation	Pounds of water per hour per linear foot								
1"	2.904'	.14	.16	.18	.22	.28	.36	.43	.49	.55
1 1/4"	2.301'	.17	.19	.22	.26	.34	.44	.53	.60	.67
1 1/2"	2.01'	.19	.21	.24	.31	.38	.50	.60	.68	.76
2"	1.608'	.23	.25	.28	.36	.45	.59	.71	.81	.92
2 1/2"	1.328'	.27	.30	.34	.43	.54	.70	.84	.97	1.09
3"	1.091'	.33	.36	.40	.51	.64	.84	1.00	1.15	1.30
4"	.848'		.45	.51	.64	.80	1.06	1.27	1.47	1.64
5"	.686'		.55	.62	.78	.97	1.29	1.55	1.78	1.99
6"	.576'		.64	.72	.91	1.14	1.52	1.85	2.09	2.34
7"	.500'		.74	.82	1.03	1.30	1.73	2.07	2.39	2.68
8"	.442'		.82	.92	1.15	1.46	1.94	2.33	2.68	3.01
9"	.396'		.91	1.02	1.27	1.62	2.15	2.59	2.98	3.35
10"	.355'		1.01	1.13	1.42	1.80	2.39	2.88	3.30	3.71
11"	.325'		1.10	1.23	1.55	1.96	2.60	3.13	3.60	4.04
12"	.299'		1.20	1.34	1.68	2.13	2.81	3.40	3.91	4.39
Large Pipe or Flat Surfaces per sq. ft.		.34	.37	.49	.64	.83	.99	1.14	1.28	

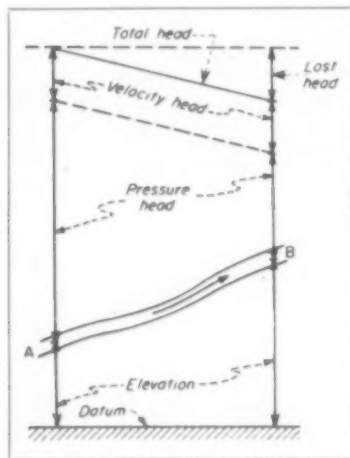
Source—Armstrong Machine Works

Continued on page 138

Pipes

Pressure head may be looked on as the force the fluid exerts against the walls of the pipe. It is the only part of the total head shown by a pressure gauge. Pressure head, in feet, equals 0.433 times the pressure, in p.s.i., divided by the specific gravity of the fluid.

Pipe friction. Commercial pipes aren't smooth, so some of the fluid's energy is wasted in friction. Thus in flow from one point to another there is always a loss of head due to friction. We should, therefore, restate the general rule as follows: When a fluid flows from one point to another, the sum of the elevation, velocity and pressure heads at the second point is equal to the total head at the first point, minus friction loss.

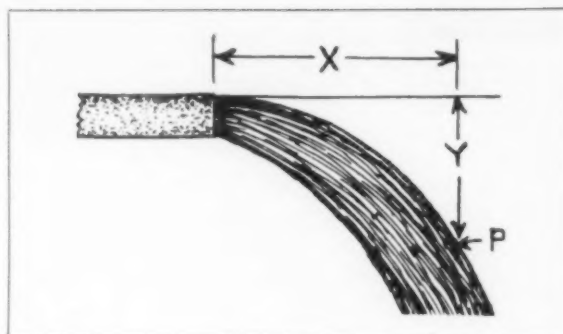


been used in lifting the fluid from A to B and thus shows up as elevation head B. Also, part of pressure head has been used in overcoming pipe friction. The difference in total head between A and B is head lost to friction.

Flow of Liquid Without a Meter

Rule: Measure the internal diameter of the pipe in inches and "square" it. Thus, if the internal diameter is 2 inches you will have $2 \times 2 = 4$. Then multiply by the distance X in inches. Thus, if the distance X is 20 inches you will have $4 \times 20 = 80$. Then multiply that by 2.56; this gives us 80×2.56 equals 204.8. Last, divide that by the square root of the distance Y. Thus if the distance Y is 25 inches, the square root of 25 is 5. Dividing 204.8 by 5 we get 40.96 gallons per minute, which is the answer.

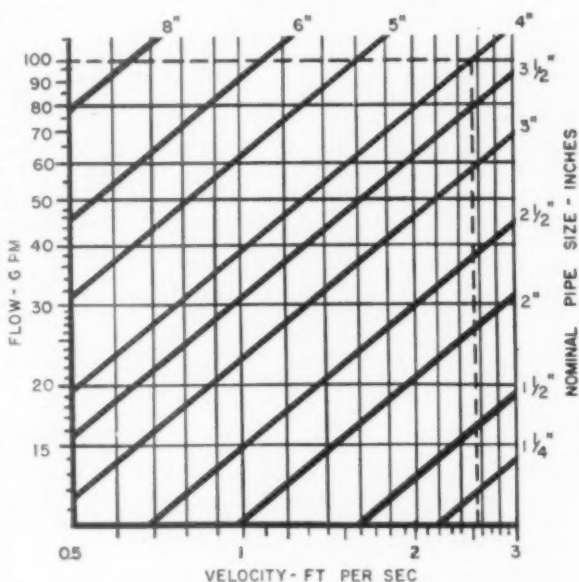
Note carefully that all measurements are in inches and not in feet, and the answer is always in gallons per minute.



A short cut that will make your work easy is to choose a point P that is down a distance 9 inches, 16 inches, 25 inches, or 36 inches, etc., because their square roots are 3, 4, 5 and 6 respectively. In that way it will not be necessary for you to refer to tables of square roots or to arduously extract a square root by longhand.

In the event that you might want to convert the above answer into cubic feet per minute, divide by 7.5 as there are approximately 7.5 gallons in a cubic foot.

Flow Velocity for Standard-Weight Pipe



Fluid velocity in feet per second for any flow in gallons per minute is found directly from chart. For example, 100 g.p.m. flowing in standard-weight 4-inch pipe has velocity of 2.55 feet per second.

Air Compressor Data Cost of Electricity To Compress, Deliver Air

(Cents per 100 cu. ft. free air. Based on 100% motor efficiency)

B. hp. per 100 c.f.m. free air	Price of electric current per kw. hr. (cents)								
	1	1.5	2	2.5	3	3.5	4	4.5	5
16	0.2	0.3	0.4	0.5	0.6	0.7	0.8	0.9	1.0
18	0.225	0.337	0.45	0.562	0.675	0.787	0.9	1.012	1.125
20	0.25	0.375	0.5	0.625	0.75	0.875	1.0	1.125	1.25
22	0.275	0.412	0.55	0.687	0.825	0.962	1.1	1.237	1.375
24	0.3	0.45	0.6	0.75	0.9	1.05	1.2	1.35	1.5
26	0.325	0.487	0.65	0.812	0.975	1.137	1.3	1.46	1.625
28	0.35	0.525	0.7	0.875	1.05	1.225	1.4	1.575	1.75
30	0.375	0.562	0.75	0.937	1.125	1.312	1.5	1.687	1.875

General Specifications for Air Compressors

70 lb. maximum discharge pressure

No. of presses to be operated		Piston displace- ment cu. ft. per min.	Motor horse- power	Actual delivery at 70 lb. pressure		Nominal receiver size
.24 cu. ft. of com- pressed air/min.	.35 cu. ft. of com- pressed air/min.			cu. ft. of free air per min.	cu. ft. of comp. air per min.	
1-2	1	4.22	3/4	3.25	.56	30
3	2	5.85	1	4.50	.78	30
4	3	8.45	1 1/2	6.40	1.11	30
5-6	4	12.8	2	9.25	1.60	60
7-10	5-6	18.0	3	13.2	2.29	60
11-16	7-11	30.5	5	22.9	3.97	60

The chart above will give you a guide for selecting the right size unit, based on the number of presses you operate. Note that it shows *compressed air, cubic feet of free air and horsepower.*

Selecting the Proper Size Compressor

Manufacturers of air compressors are glad to make recommendations for the right equipment you need. However, it will help you and your adviser if you have a clear understanding of certain fundamentals.

For example, there are *single-stage* and *two-stage* compressors. The term does not refer to the number of cylinders. A single-stage compressor can have one or more.

Each downward stroke of each piston takes air in at atmospheric pressure. On the upward stroke, the compressed air is discharged directly into the air receiver or tank. Single-stage compressors work best where pressures less than 100 p.s.i. are required.

A two-stage compressor always has a minimum of two cylinders. It has a low-pressure cylinder (larger) and a high-pressure cylinder (smaller). As the low-pressure cylinder goes downward, air is taken in at atmospheric pressure. On the upward stroke the low-pressure piston discharges the air through an intercooler and into the high-pressure cylinder on the downward stroke of the high-pressure piston. On the upward stroke of the high-pressure piston the air is discharged into the air receiver.

Two-stage compressors are recommended when operating pressure exceeds 100 p.s.i. Their normal operating pressure is 175 p.s.i. The type you need depends upon plant requirements, but at least you should understand the expressions.

Here is another point. Press manufacturers rate their air requirements in terms of cubic feet of compressed air. On the other hand, compressor manufacturers generally rate their compressors in terms of cubic feet of free air. Free air is less than the displacement rating because of the fact that no compressor can be 100 percent efficient.

We want to acquaint you with the two terms. When you select a compressor, with the help of your dealer, make certain that the compressed-air requirements are converted to cubic feet of free air.

Many cleaners order compressors based on the horsepower of the compressor motor. That is all right, so long as the air output is sufficient.

Aftercoolers

One thing many plantowners overlook in the purchase of a new compressor is to include a water-cooled aftercooler to remove condensation from the air before it reaches the presses.

Condensation and oil vapors carried over to the presses

will clog the air mechanisms. As a result, they must be taken down and thoroughly cleaned. This is extra maintenance and expense.

For a small extra cost, an aftercooler and automatic drain-trap can be purchased. It will eliminate the condensation and oil vapor and the troubles they cause.

Sizes of Wire for Compressors

(Sizes to use for distances up to 100 feet from feeder)

Motor Horsepower	Single Phase		Three Phase		Direct Current	
	110 V	220 V	220 V	440 V	115 V	230 V
Less than 1	14	14	14	14	14	14
1	12	14	14	14	14	14
1 1/2	10	14	14	14	14	14
2	8	14	14	14	12	14
3	8	12	14	14	8	14
5	4	8	12	14	6	10
7 1/2	—	6	10	14	3	6
10	—	5	8	12	1	6

Courtesy—Ingersoll-Rand Co.

The wire sizes recommended in the above table are suitable for the compressor unit. If other electrical equipment is connected to same circuit, total electrical load must be considered in selecting proper wire sizes; otherwise, burned-out motor will result unless it is amply protected.

Compressor Preventive Maintenance

Weekly Inspection

1. Inspect oil in motor and compressor. Keep outfit clean.
2. Drain moisture from tank by opening tank drain cock. Allow it to remain open until only clean air passes, then close it tightly.
3. Check packing around needle valve stem. If there is any leakage, tighten the packing slightly.
4. If air compressor gauge shows a drop in pressure when tank needle valve is closed, check for leaks. They are costly.

Every Three Months

5. Drain oil from compressor and refill with fresh oil of proper grade.
6. Remove felts from intake muffler, wash in gasoline, dry thoroughly and reassemble.
7. Check-valve seat washer should be examined. If worn, replace it. Be sure to exhaust the pressure from the tank before inspecting the check valve.
8. If air is found leaking from bleeder valve on pressure switch, when the compressor has automatically stopped, check valve should be inspected and seat washer replaced or plunger adjusted so it will work freely.
9. Examine motor brushes and commutator on single-phase motor. If badly worn, brushes should be replaced. Commutator can be cleaned with a dry rag or sandpaper. *Do not use emery cloth.*
10. Inspect contacts of automatic pressure switch or motor starter. If badly burned, replace.

Selection of Air-Vacuum Units

Equipment requirements must be carefully tabulated before buying an air vacuum. A reliable dealer can be of invaluable help. There is a lot more to size selection than just counting the presses, present and future. But too often that is how the unit is purchased.

There have been occasions when a plantowner or a competitive dealer has pressured the salesman into supplying

too small a machine to save on initial costs. The result is that the owner sacrifices capacity and work quality. He will also experience failure of the unit. When that happens, expensive down-time can more than offset the small savings on the purchase.

The undersized unit will cause nothing but difficulty as long as it is used. All this can be avoided if the problem is approached in a commonsense, scientific manner. For example, it stands to reason that a topper will use less vacuum than a large steam table. The amount of air vacuum required to assure fast drying, fine garment finish and fast handling depends on:

1. The size and type of pressing buck.
2. The time of the pressing cycle.
3. The skill and speed of the operator.
4. The type of garment.

Vacuum Selection Table Factor

Equipment	Time Vacuum Used	
	15 %	50 %
Press—under 24"	1/4 F	3/4 F
Press—24—40"	1/2 F	1 1/2 F
Press—42—48"	1 F	3 F
Press—over 48"	1 1/2 F	4 F
Steam table	2 F	6 F
Spotting board	1/4 F	3/4 F

The chart above will serve as an accurate guide for the proper calculation of your needs. The figures are the *factor*, the use of which will be explained.

In most cases, the average laying and drying time, when vacuum is used, is about 15 percent of the total time the garment is on the press. The 50 percent figure involves garments causing difficult lays, such as pleated skirts and similar pieces.

Here is how to use the chart:

1. Estimate for each press whether the type of work it will normally perform falls into the 15 or 50 percent category.
2. Refer to the selection table. Multiply the resulting factor for each press by the number of presses you have in each classification.
3. Add up the total requirements, plus a margin for future expansion.

Let us take a typical case. Assume a plant is doing about \$1,000 a week. Its possible requirements are shown in the chart.

Vacuum Capacity for \$1,000 Weekly Volume

No. of units	Type equipment	Class	Factor	Subtotal
2	Utility 42—48"	15 %	2 x 1	2
1	Topper—under 24"	50 %	1 x 3/4	3/4
1	Press—over 48"	15 %	1 x 1 1/2	1 1/2
1	Spotting board	15 %	1 x 1/4	1/4
1 (future)	Utility 42—48"	15 %	2 x 1	2
1 (future)	Topper—under 24"	50 %	1 x 3/4	3/4
Required capacity				6 1/4 units

The grand total of 6 1/4 units indicates the size of machine this plant needs, in a realistic manner.

FACTS FOR FIGURING

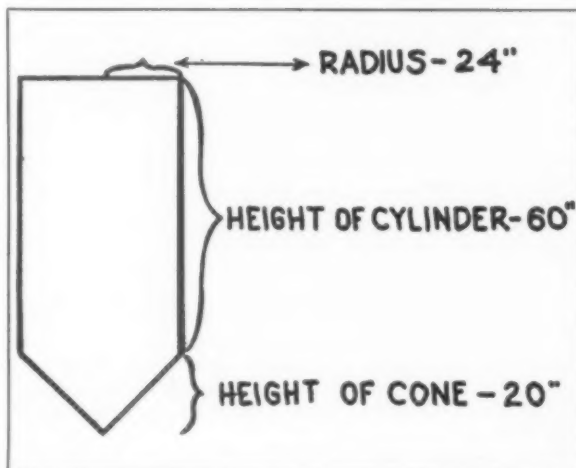
Conversion Ratios

- 1 gallon of water weighs 8.34 pounds.
- 1 gallon of water contains 231 cubic inches.
- 1 cubic foot of water equals 7.5 gallons.
- 1 cubic foot of water weighs 62.5 pounds.
- 1 horsepower equals 746 watts.
- 1 boiler horsepower equals 34.6 pounds of water evaporated per hour from and at 212° Fahrenheit.

	Multiplied by	Equals
Diameter of circle	3.1416	Circumference of circle
Diameter of circle squared	.7854	Area of circle
Gallons of water	.1377	Cubic feet
Cubic feet of water	62.5	Pounds of water
Gallons of water	8.34	Pounds of water
Feet head of water	.433	Pounds of pressure
Pounds pressure of water	2.31	Feet head
Feet head (brine sp. gr. 1.21)	.52	Pounds of pressure
Boiler horsepower	.069	Gallons feed water required per minute
Pounds pressure (brine)	1.92	Feet head
Feet head (gasoline sp. gr. 0.75)	.325	Pounds pressure
Pounds pressure (gasoline)	3.08	Feet head
Inches vacuum	1.132	Feet head
Feet suction lift	.882	Inches vacuum

To convert degrees Fahrenheit to degrees Centigrade, subtract 32 degrees and multiply by five-ninths.
To convert Centigrade to Fahrenheit, multiply by nine-fifths, add 32 degrees.

Computing Tank and Jar Capacities



Square or rectangular:

1. To compute cubic contents multiply length by width by depth. For example, the cubic contents of a tank 10 feet long, 6 feet wide and 4 feet deep is 240 cubic feet.
2. Since 1 cubic foot equals 7 1/2 gallons, the tank above would hold 1,800 gallons (7 1/2 x 240 = 1,800 gallons).

Cylindrical or round:

1. Square the diameter and multiply by .7854 and then multiply by the length or depth to obtain cubic contents. Capacity of a cylindrical tank 4 feet in diameter and 6 feet in length is 75.3984 cubic feet ($4 \times 4 \times .7854 \times 6 = 75.3984$ cubic feet).
2. With $7\frac{1}{2}$ gallons per cubic foot the tank would hold 565.49 gallons.

NOTE: When dimensions include both feet and inches, reduce all to feet or to inches before multiplying. If measurements are all in inches, the answer will be cubic inches. To reduce to cubic feet divide by 1728 (1728 cubic inches = 1 cubic foot).

Belt and Pulley Calculations

To find lengths of belts: Add the diameter of the two pulleys together, multiply by $3\frac{1}{8}$ and divide the product by two. Add twice the distance between the centers of the shafts to the quotient and that will be the length required.

To calculate power of belts: The horsepower of any belt equals its velocity in feet per minute multiplied by its width

and divided by 1,000 for single and 700 for double belts. A 1-inch single belt, velocity 1,000 ft. per minute, equals 1 horsepower. A 1-inch double belt, velocity 700 ft. per minute, equals 1 horsepower.

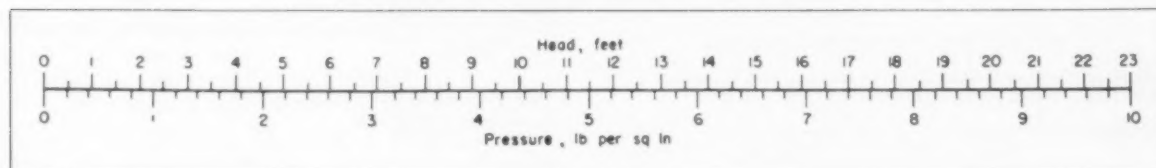
To find diameter of driving pulley: Multiply diameter of driven pulley by the number of revolutions per minute and divide by the number of revolutions of driver. Quotient will be diameter of the driver.

To find speed of driving pulley: Multiply diameter of the driven pulley by its revolutions per minute and divide by diameter of driver. Quotient will be number of revolutions of driver.

To find diameter of driven pulley: Multiply diameter of driver by its number of revolutions per minute and divide by number of revolutions of the driven pulley. Quotient will be the diameter of driven pulley.

To find speed of driven pulley: Multiply diameter of driver by its number of revolutions per minute and divide by diameter of driven pulley. Quotient will be number of revolutions of driven pulley.

Conversion From Head in Feet of Water to P.S.I.



COURSES IN DRYCLEANING AND RELATED SUBJECTS

Association Schools

National Institute of Drycleaning
Silver Spring, Maryland

GENERAL COURSE

Subjects: Drycleaning, spotting, wetcleaning, finishing. Theory, laboratory, plant practice.
Duration: 12 weeks.
Fees: Tuition \$400; textbooks and supplies approximately \$25; laboratory fee \$2.75.
Eligibility: Bona fide connection with member plant (waived for veterans); 1 year plant experience; 18 years age minimum.

GI approved.

PLANT MANAGEMENT

Subjects: Supervisory methods, wage incentives, work standards, layout, production control, customer relations, salesmanship, advertising, accounting, budgeting, effective writing and speaking, etc.
Duration: 4 weeks.
Fees: Tuition \$300; textbooks and supplies included.
Eligibility: Bona fide connection with member plant (waived for veterans).

GI approved.

EDUCATIONAL CONFERENCE FOR ASSOCIATE MEMBERS

Subjects: Drycleaning, spotting, wetcleaning, finishing.
Duration: 1 week.
Fee: \$100.
Eligibility: Bona fide connection with associate member firm, NID.

SILK FINISHING

Subjects: Finishing, fabrics, department layout, production figures and expectations.
Duration: 2 weeks.
Fees: Tuition \$70; textbooks and supplies included.
Eligibility: Bona fide connection with member plant, NID.

WOOL FINISHING

Subjects: Finishing, fiber identification, garment construction, department layout, production rate.
Duration: 2 weeks.
Fees: Tuition \$70; textbooks and supplies included.
Eligibility: Bona fide connection with member plant, NID.

LEATHER CLEANING AND FINISHING

Subjects: Drycleaning leather in petroleum and synthetic solvents. Dyes and dressings for grain and suede leathers.
Duration: 1 week.
Fee: Tuition \$60; text materials and supplies included.
Eligibility: Bona fide connection with member plant, NID.

CORRESPONDENCE COURSE—FIBERS AND FABRICS

Subjects: Fiber properties; fiber identification; fabric construction; dyeing and printing methods.
Fee: \$15 paid in advance.
Eligibility: Bona fide connection with member plant.

CORRESPONDENCE COURSE—PETROLEUM DRYCLEANING

Subjects: Petroleum solvents; soaps and detergents; the charged system; petroleum equipment; operating routine.

Continued on page 142

Continued from page 141

Fee: \$45 paid in advance.
Prerequisite: Fibers and fabrics course.
Eligibility: Bona fide connection with member plant.

CORRESPONDENCE COURSE—SPOTTING TECHNIQUES

Subjects: Tools and equipment; spotting techniques and chemicals; identification and removal of spots and stains; fabric damage problems.

Fee: \$45 paid in advance.
Prerequisite: Fibers and fabrics course.
Eligibility: Bona fide connection with member plant.

CORRESPONDENCE COURSE—SYNTHETIC DRYCLEANING

Subjects: Synthetic solvent; soaps and detergents; the charged system; synthetic equipment; operating routine.

Fee: \$45 paid in advance.
Prerequisite: Fibers and fabrics course.
Eligibility: Bona fide connection with member plant.

New York School of Drycleaning, Inc.
 116 East 27th Street, New York 16, N. Y.

Sponsored by: Neighborhood Cleaners Association.
Subjects: Principles and practices of drycleaning—spotting, fabrics and dyes, drycleaning, wetcleaning.
Duration: 80 hours, 10 weeks.
Fees: \$180.
GI approved.

Public Schools, Association-Sponsored

Baltimore Vocational School for Drycleaning and Finishing
 2614 Pennsylvania Avenue, Baltimore 17, Maryland

Conducted by: Baltimore Public Schools, Division of Secondary, Vocational and Adult Education, Baltimore, Maryland.
Sponsored by: Retail Cleaning Plant Owners, Inc. (Baltimore)
Subjects: Cleaning, wetcleaning and bleaching, spotting, finishing, storage, business practice and store management.
Duration: 1440 hours (52 weeks).
Dates: Students may enter at any time.
Fees: Nonveterans \$50 month full-time, \$25 month half-time, \$15 month part-time, plus books.
GI approved.

Hadley Technical High School
 3405 Bell Avenue, St. Louis, Missouri

Conducted by: Board of Education of St. Louis.
Sponsored by: St. Louis Dry Cleaners Exchange.
Subjects: Drycleaning, wetcleaning, silk and wool finishing, spotting, inspecting, sorting, bagging, related theory.
Duration: Day school—30 hours per week, 5 days per week. Evening school—4 hours per week, 1 night per week.
Dates: Fall and spring semesters.
Fees: Evening \$11 per semester, day \$9 per week. No charge for high school students.
Eligibility: Adults employed in industry, newcomers to industry, high school students.

Trade Schools and Colleges

Essex County Adult Technical School
 222 Morris Avenue, Newark, New Jersey

Conducted by: Board of Education for the Essex County Vocational Schools.
Approved by: Wholesale Dyers and Cleaners Association.
Subjects: Related and technical drycleaning and spotting.
Duration: 1 year.
Dates: Fall and spring terms, 3 months each, 2 evenings per week.
Fees: No fee for those who work or live in Essex County. For others, \$14 per term.
Eligibility: (A) Bona fide apprentices in drycleaning establishments; (B) employees in drycleaning industry.

Los Angeles Trade Technical College
 Drycleaning Department—Apparel Trades
 400 West Washington Boulevard, Los Angeles, California

Conducted by: Los Angeles Board of Education.
Subjects: Drycleaning (fundamentals only), silk and wool finishing, spotting, wetcleaning; practice and theory. Fabric analysis, busheling.
Duration: 10 month term, 2 terms maximum.
Dates: About September 1 to June 30.
Fees: Student body membership dues \$10, plus small fee for materials.

GI approved.

North Georgia Trade and Vocational School
 Clarkesville, Georgia

Subjects: Complete general drycleaning course. Spotting.
Duration: 12 months.
Dates: Enrollment at any time during year.
Fees: None for Georgia residents; out-of-state students \$15 per month. Board, room and laundry \$46 per month.
Eligibility: Minimum age 16. Both men and women. Out-of-state students eligible.

GI approved.

Oakland City College
 Laney Campus
 1001 Third Avenue, Oakland 6, California

Conducted by: Board of Education, Oakland.
Subjects: Spotting, pressing.
Duration: Full school year of two semesters.
Dates: Regular school term.
Eligibility: Residents of Oakland or neighboring community.
GI approved.

School of Drycleaning Techniques
 Central Technical School
 275 Lippincott Street, Toronto, Ontario, Canada

Conducted by: Board of Education, City of Toronto.
Subjects: All phases of modern drycleaning. Theory and practice.
Duration: (A) Day school, 2 years, includes general high school subjects, correlated to theory and practice of drycleaning; (B) evening course, two nights a week, drycleaning only.
Dates: (A) September through June; (B) October through March.
Fees: (A) None for Toronto residents, nonresidents fee on request; (B) \$10 registration.
Eligibility: (A) Grade VIII or equivalent; (B) employment in industry.

Harry E. Wood High School
 501 South Meridian Street, Indianapolis 25, Indiana

Conducted by: Indianapolis Public School System.
Subjects: Drycleaning, finishing, sorting, marking, assembly, spotting.
Duration: 18 months (4 semesters).
Fees: None for Indianapolis residents; \$214 per semester for nonresident students.
Eligibility: Elementary education.

Correspondence School

Hubbard Drycleaning and Redyeing School
 Route 3, Charlottesville, Virginia

Subjects: (A) General course (includes B, C, D and E). (B) Drycleaning. (C) Spotting. (D) Wetcleaning, bleaching and stripping. (E) Dyeing all materials. (F) Drycleaning and spotting. (G) Spotting and wetcleaning. (H) Drycleaning, spotting and wetcleaning. (I) Spotting, wetcleaning and dyeing.
Fees: (First figure cash; second installment payments) (A) \$72.50, \$87.50. (B, C or D) \$32.50, \$38.50. (E or F) \$48.50, \$57.50. (G) \$38.50, \$48.50. (H or I) \$58.50, \$68.50.

FILMS FOR GROUP SHOWING

Drycleaning Industry

Title: After the Ball Was Over.
Subject: Public relations film dramatizing drycleaning skill, know-how and equipment.
Projection: 16 mm, sound, color, 23 minutes.
Produced by: Oklahoma Association of Drycleaners.
Distributed by: Arthur S. Davenport, Public Relations Counsel, Oklahoma Association of Drycleaners, 518 N.W. Third St., Oklahoma City, Okla. (Prints have been purchased by many state and local drycleaners' associations.)
Terms: Sale \$250. (Prints not available for loan or rent outside of Oklahoma, except from associations.)

Title: Dollars at the Door.
Subject: Success story of drycleaner using Sanitone advertising materials.
Projection: 16 mm, sound, color, 22 minutes.
Produced by: Emery Industries, Inc.
Distributed by: Sanitone engineers.
Terms: Loan. Sanitone representative to be present at showing.

Title: Finishing of Pleated Trousers on a Utility Press.
Subject: Steps in one technique of trouser finishing.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: National Institute of Drycleaning.
Distributed by: National Institute of Drycleaning, Silver Spring, Md.
Terms: Sale \$25, or loan to NID members only. Borrower pays return postage. Available for instructional purposes.

Title: Finishing of Skirts on the Utility and the Offset Hothead Presses.
Subject: Steps in recommended skirt finishing technique.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: National Institute of Drycleaning.
Distributed by: National Institute of Drycleaning, Silver Spring, Md.
Terms: Sale \$25, or loan to NID members only. Borrower pays return postage. For instructional purposes.

Title: Model-CT Formatic Shirt Unit.
Subject: Shirt finishing.
Projection: 16 mm, silent, black-and-white.
Produced by: American Laundry Machinery Industries, Cincinnati 12, Ohio
Distributed by: Local representatives and branch offices of American Laundry Machinery Industries.
Terms: Loan.

Title: Going to the Cleaners.
Subject: Management and production procedures for efficient plant operation.
Projection: 16 mm, sound, color, 18 minutes.
Produced by: Detrex Chemical Industries, Inc., and Excelsior Machinery Company.
Distributed by: Detrex Chemical Industries, Inc., Box 501, Detroit 32, Mich.; Excelsior Machinery Company, 6175 Vermont St., Detroit 8, Mich., or local distributor of Detrex-Excelsior equipment.

Title: The Latest Methods of Silk Finishing.
Subject: How to get best results from one-operator unit.
Projection: 16 mm, sound, color, 23 minutes; black-and-white, 25 minutes.
Produced by: Excelsior Machinery Company.
Distributed by: Excelsior Machinery Company, 6175 Vermont St., Detroit 8, Mich., or local distributor of Excelsior equipment.
Terms: Loan.

Title: Leave Less to Luck.
Subject: Soil removal and its research basis.
Projection: 16 mm, sound, color, 35 minutes.
Produced by: The Procter & Gamble Company.
Distributed by: Mr. D. E. Tuttle, Laundry Research Department, Procter & Gamble, Ivorydale 17, Ohio.
Terms: Loan.

Title: One Hour For Connie.
Subject: Consumer education film for use in the classroom.

Projection: 16 mm, sound, color, 15 minutes.
Produced by: Dallas Jones Productions, Inc., Chicago.
Distributed by: Dow Chemical Co., Bulk Literature Dept., First and Water Sts., Bay City, Mich.
Terms: Sale \$4.50 postage prepaid.

Title: One Method of Finishing Sack Coats.
Subject: Steps in one technique of sack-coat finishing.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: National Institute of Drycleaning.
Distributed by: National Institute of Drycleaning, Silver Spring, Md.
Terms: Sale \$25, or loan to NID members only. Borrower pays return postage. Available for instructional purposes.

Title: Please Pass the Condensate.
Subject: Steam trapping for more production.
Projection: 16 mm, sound, color, 20 minutes.
Produced by: Yamall-Waring Co.
Distributed by: Yamall-Waring Co., Philadelphia 18, Pa.
Terms: Loan.

Title: Protecting Your Profits.
Subject: Equipment maintenance.
Projection: 16 mm, sound, color.
Produced by: American Laundry Machinery Industries.
Distributed by: Local representatives and branch offices of American Laundry Machinery Industries.
Terms: Loan.

Title: Selling Yourself.
Subject: Teaching counter girls and routemen to create better customer relationship.
Projection: 16 mm, sound, black-and-white, 25 minutes.
Produced by: Virginia-Carolina Laundry Supply Corp.
Distributed by: Virginia-Carolina Laundry Supply Corp., 212 W. Seventh St., Richmond 2, Va.
Terms: Rented to plants and state associations \$25; 72 hours time limit. Customer pays shipping charges.

Title: Tails—You Win.
Subject: Theoretical and practical detergency factors.
Projection: 16 mm, sound, color, 22 minutes.
Produced by: The Procter & Gamble Company.
Distributed by: Mr. D. E. Tuttle, Laundry Research Department, Procter & Gamble, Ivorydale 17, Ohio.
Terms: Loan.

Title: Trapping for Profit.
Subject: Trapping steam lines and steam processing machines for economical operation.
Projection: 16 mm, sound, 23 minutes.
Produced by: Armstrong Machine Works.
Distributed by: Armstrong Machine Works, 816 Maple St., Three Rivers, Mich., or local Armstrong representative.
Terms: Loan.

Title: The Two-Hour Miracle.
Subject: Consumer education film on modern drycleaning.
Projection: 16 mm, sound, color, 15 minutes.
Produced by: Fred A. Niles Productions, Inc.
Distributed by: E. I. du Pont de Nemours & Co., Inc., Wilmington 98, Del.; Detrex Chemical Industries, Inc., Box 501, Detroit 32, Mich.; Excelsior Machinery Company, 6175 Vermont St., Detroit 8, Mich., or local distributor of "Perclene," Detrex or Excelsior equipment.

Title: Uncle Henry Saves the Play.
Subject: Consumer education film, showing modern drycleaner as skilled clothing care expert.
Projection: 16 mm, sound, color, 16½ minutes.
Produced by: Dallas Jones Productions, for Dow Chemical Company.
Distributed by: Modern Talking Picture Service, Inc., 3 E. 54th St., New York 22, N. Y.
Terms: No charge except transportation.

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Business—General

- Title:** The Easier Way.
Subject: Principles of motion study.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: General Motors Corporation.
Distributed by: General Motors Corporation, 405 Montgomery St., San Francisco 4, Calif. (Western states); Department of Public Relations—Film Section, 1775 Broadway, New York 19, N. Y. (Metropolitan New York and Long Island); Department of Public Relations—Film Section, General Motors Bldg., Detroit 2, Mich. (other states).
Terms: Loan; shipped parcel post; user pays return postage only; express collect if requested.
- Title:** The Flow Process Chart and How To Use It.
Subject: Analysis of work operations.
Projection: 16 mm, sound, color, 1½ reels.
Produced by: Office of Scientific Research and Development.
Distributed by: United World Films, Inc., 1445 Park Ave., New York 29, N. Y.
Terms: Sale only: \$101.47, less 10 percent to nonprofit organizations.
- Title:** The Invisible Receptionist.
Subject: Courteous, efficient handling of customers by switchboard attendants.
Projection: 16 mm, sound, black-and-white, 21 minutes.
Produced by: Bell Telephone System.
Distributed by: Any Bell System company in U. S. or Canada.
Terms: Loan.
- Title:** A Manner of Speaking.
Subject: Practical ways of achieving telephone courtesy.
Projection: 16 mm, sound, color, 28 minutes.
Produced by: Bell Telephone System.
Distributed by: Any Bell System Company in U. S. or Canada.
Terms: Loan.
- Title:** Selling America Today.
Subject: Benjamin Franklin on sales training.
Projection: 16 mm, sound, black-and-white, 35 minutes.
Produced by: General Motors Corporation.
Distributed by: See under "The Easier Way."
Terms: See under "The Easier Way."
- Title:** Small Business U.S.A.—The Story of Main Street.
Subject: Guidance of small business management based on case histories taken from files of Dun & Bradstreet, Inc.
Projection: 16 mm, sound, black-and-white, 30 minutes.
Produced by: Wilding Picture Productions, Inc.
Distributed by: Modern Talking Picture Service, Inc., 3 E. 54th St., New York 22, N. Y.
Terms: Free upon request to Dun & Bradstreet, Inc.

- Title:** Strange Interview.
Subject: Benjamin Franklin on employer-employee relations.
Projection: 16 mm, sound, black-and-white, 55 minutes. (Requires projector to handle 2000-foot, 17-inch reel. A 2000-foot take-up reel shipped with film. Also available on two 1200-foot reels.)
Produced by: General Motors Corporation.
Distributed by: See under "The Easier Way."
Terms: See under "The Easier Way."

Safety and Health

- Title:** Here's the Dope.
Subject: Route salesman ignores safety rules and lands in hospital.
Projection: 35 mm, sound slidefilm, black-and-white, 15 minutes.
Produced by: Zurich-American Insurance Companies.
Distributed by: Local Zurich-American agent. Write for name to Zurich-American Insurance Companies, 135 S. La Salle St., Chicago 3, Ill.
Terms: Loan, rental or purchase.
- Title:** Light Is What You Make It.
Subject: Importance of good light to vision.
Projection: 16 mm, sound, color, 10 minutes.
Produced by: Walt Disney cartoon.
Distributed by: Chatham College, Audio-Visual Materials Center, Woodland Rd., Pittsburgh 32, Pa.
Terms: Rental.
- Title:** Stop Fires, Save Jobs.
Subject: How industrial fires start; what to do about them.
Projection: 16 mm, sound, black-and-white, 18 minutes.
Distributed by: National Board of Fire Underwriters Film Library, Bureau of Communication Research, Inc., 267 W. 25th St., New York 1, N. Y.
Terms: Free loan or purchase.
- Title:** Stop Them Before They Start.
Subject: Demonstration of fire hazards, including home drycleaning with gasoline.
Projection: 16 mm, sound, black-and-white, 14½ minutes.
Produced by: Aetna Casualty and Surety Company and Standard Fire Insurance Company.
Distributed by: Aetna Life Affiliated Companies, Information and Education Department, Hartford 15, Conn.; branch offices or local representatives of Aetna Casualty and Surety Company.
Terms: Loan; borrower pays return shipping charge. Sale: \$41.

NOTE: 16 mm films may be shipped at the same postal rate as books. When this rate is used, label must bear the following notation: Sec. 34.83(e) P L & R (for nonprofit organizations), or Sec. 34.84(h) P L & R (for profit organizations).

BOOKS FOR DRYCLEANERS

- Applied Science for Drycleaners.** By George P. Fulton. National Institute of Drycleaning, Silver Spring, Md. \$6.50; drycleaner members \$3.25.
- Briefs for Broadcasting.** National Institute of Drycleaning, Silver Spring, Md. \$1.00 (sold to members only).
- Can the Drycleaning Industry Use Automation?** National Institute of Drycleaning, Silver Spring, Md. 50 cents (sold to members only).
- The Care and Handling of Drycleaning Solvents.** National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.
- The Charged-System Roundup.** National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.
- The Consumer Speaks.** National Institute of Drycleaning, Silver Spring, Md. 50 cents (sold to members only).
- The Drycleaner's Guide to Management and Operations.** National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$2.00.
- The Drycleaner's Guide to Shirt Laundering.** National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.
- Drycleaning.** By E. R. Phillips. National Institute of Drycleaning, Silver Spring, Md. \$4.00; members \$2.00.
- Fabric Facts.** National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.
- Fabrics Today and Drycleaning.** By Louis Goldblatt, Frank Pol-latsek and William Seitz. Neighborhood Cleaners Association, 116 E. 27th St., New York 16, N. Y. \$25.00 including Supplements 1 and 2; members \$15.00.
- Getting the Sales From Sales Training.** By Edward F. Ruder. Sales Executives Publications, 1006 Olive St., St. Louis 1, Mo. \$5.95.
- A Great Discovery Resulted From an Accident.** National Institute of Drycleaning, Silver Spring, Md. \$7.50 per 100 (sold to members only).

Guide to Construction and Remodeling. National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$2.00.

Guide to Motivation. National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.

Guide to Plant Layout. National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.

Handbook for Route Sales Executives. By Fred DeArmond. Mycroft Press, 2043 S. Scenic Dr., Springfield, Mo. \$4.00.

Legal Decisions for the Drycleaner. By A. L. H. Street. National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$2.00.

Let's Talk Dry Cleaning. By Fred DeArmond. Mycroft Press, 2043 S. Scenic Dr., Springfield, Mo. \$1.25.

Managers vs. Teamsters. By Fred DeArmond. Mycroft Press, 2043 S. Scenic Dr., Springfield, Mo. \$5.00.

Manual for Training Silk Finishers. By Laura Herrmann Porterfield. National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.

Manual for Training Wool Finishers. By Laura Herrmann Porterfield. National Cleaner, 466 Lexington Ave., New York 17, N. Y. \$1.00.

Opportunity and a Future in the Drycleaning Industry. National Institute of Drycleaning, Silver Spring, Md. 25 cents.

Preserving Fashion Is Our Business. National Institute of Drycleaning, Silver Spring, Md. \$7.50 per 100 (sold to members only).

Production in Silk Finishing. National Institute of Drycleaning, Silver Spring, Md. 50 cents (sold to members only).

Quality Standards—Coat Finishing. By Charles Riggott. National Institute of Drycleaning, Silver Spring, Md. \$1.00 (sold to members only).

Quality Standards—Trouser Finishing. By Charles Riggott. Na-

tional Institute of Drycleaning, Silver Spring, Md. 50 cents (sold to members only).

Remembering the Years. (50-year history of NID and industry.) By Edna M. Michelsen. National Institute of Drycleaning, Silver Spring, Md. \$3.00.

Sales Manager's Manual. By Fred DeArmond. Mycroft Press, 2043 S. Scenic Dr., Springfield, Mo. \$4.00.

Spotting. By Judson C. Randlett and William J. Nicklaw. National Institute of Drycleaning, Silver Spring, Md. \$4.00; members \$2.00.

Storage for the Drycleaner. National Cleaner, 466 Lexington Ave., New York 17, N. Y. 50 cents.

Tables of Square Measurements. By Frank Trickey. David McKay Company, Inc., 119 W. 40th St., New York 18, N. Y. \$3.00.

Tailoring Suits the Professional Way. By Clarence Poulin. Chas. A. Bennett Co., Inc., 237 N. Monroe St., Peoria, Ill. \$4.80.

Textile Repairing. By G. O. Redden. The Bruce Publishing Company, 400 N. Broadway, Milwaukee 1, Wis. \$1.50.

Uniform Account Classification for Drycleaning Plants. National Institute of Drycleaning, Silver Spring, Md. \$1.00.

Wage Incentive Procedures for Drycleaners. National Institute of Drycleaning, Silver Spring, Md. \$1.00 (sold to members only).

Wake Up and Sell! By Fred DeArmond. Mycroft Press, 2043 S. Scenic Dr., Springfield, Mo. \$2.50.

Wetcleaning. By Norbert J. Berg. National Institute of Drycleaning, Silver Spring, Md. \$3.50; members \$1.75.

What the Consumer Really Thinks About Drycleaning. National Institute of Drycleaning, Silver Spring, Md. \$1.00; members 50 cents.

You Sell Service. National Institute of Drycleaning, Silver Spring, Md. 25 cents (sold to members only).

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*Why do these famous clothiers
proudly recommend
the **FINEST** in
DRY CLEANING?*



Because these famous clothing manufacturers investigated Sanitone Dry Cleaning and found that Sanitone 30-90 produces the kind of quality they could back with confidence . . . they are lending their names to our spring promotion. When they also learned that, under the Sanitone Seal Program, this quality is available everywhere through a selected group of dry cleaners, they were enthusiastic about their retailers cooperating with local Sanitone Dry Cleaners. Why don't you find out how you, too, can join this growing, consumer-oriented program, proving first the superior cleaning results and cost-saving advantages of Sanitone 30-90 through a free, no-risk demonstration in your own plant. Write today.



SANITONE DRY CLEANING SERVICE

A Division of Emery Industries, Inc., Carew Tower, Cincinnati 2, Ohio

In Canada
Emery Industries
(Canada), Ltd.
639 Nelson St.
London, Ontario

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Cindy Lou

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This is the CINDY LOU combination finishing machine. Cindy Lou is also available as a single sweater unit or a single sleever unit.

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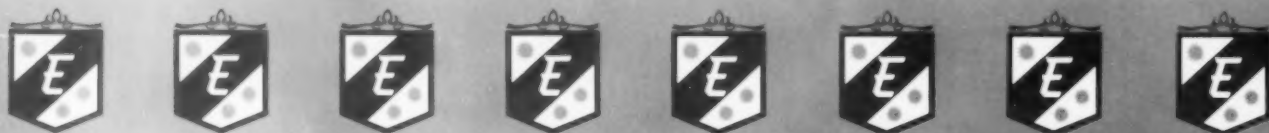
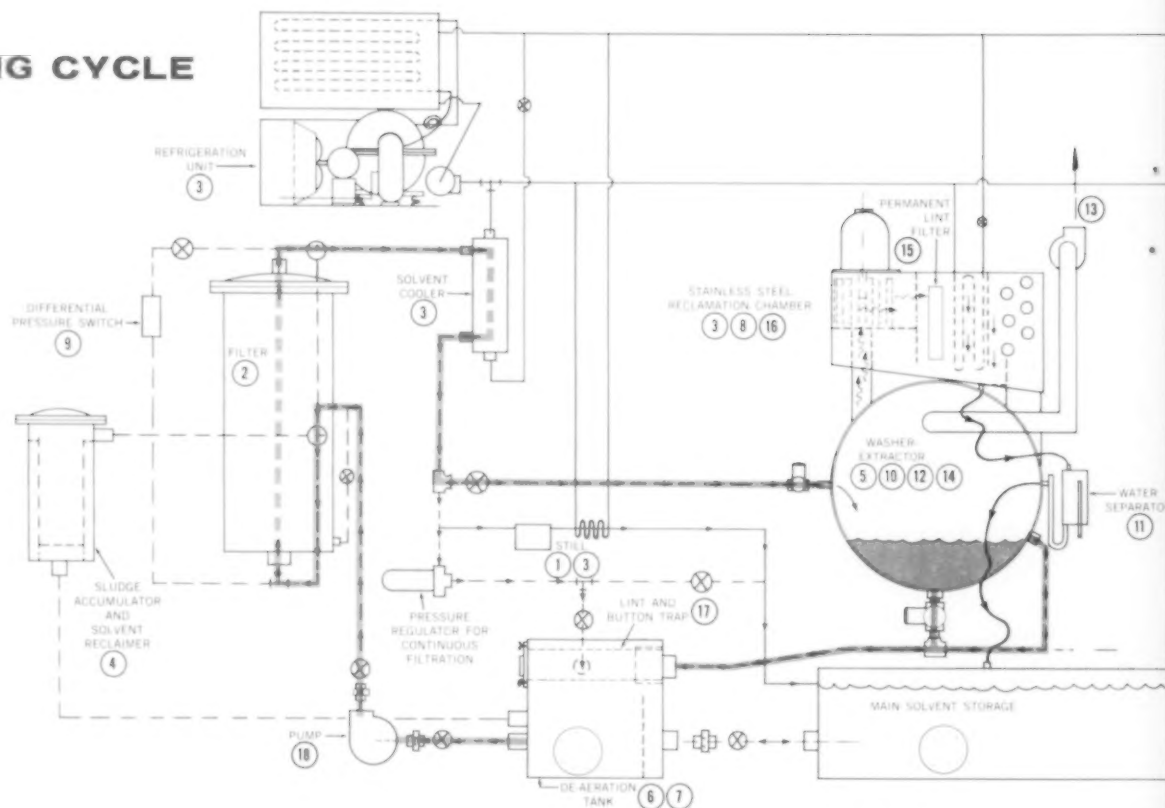
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COIN-OPERATED LAUNDRIES

At the N.I.D. Show in Philadelphia last month, the ECONO-CREST coin-operated dry cleaner piled up more sales than any equipment ever shown at a dry cleaning convention . . . more sales than all other coin-op dry cleaners combined! Most important, the buyers were professionals, men who know efficient dry cleaning when they see it.



Why this astounding burst of enthusiasm over just *one* coin-op dry cleaner, when ten different machines were offered for sale?

The secret is experience. American Laundry Machinery Industries is the world's largest manufacturer of commercial laundry and dry cleaning equipment. You could watch that background at work as our engineers handled technical questions fired at them by the dry cleaning pros: Do we use refrigeration for solvent reclamation? Do we pump solvent constantly to keep the filter cake from dropping? How about a sludge squeezer, a muck cooker? Do we have true distillation? They got answers, and liked every one of them.

Then they told us about other coin-op dry cleaners they had seen. Washing machines converted to do dry cleaning. Sure they do a fairly good job. Certainly you can operate by dumping tens of thousands of gallons of tap water down the drain. There's no reason why you can't pump the solvent out of the machines and truck it to a commercial plant and pay someone to distill it. No, you don't have to use so much stainless steel if you don't mind replacing parts several times a year. But a good business man won't put up with all that worry and expense if he doesn't have to, especially when a company that has been building professional dry cleaning machinery for half a century offers him freedom from these headaches in a unit that costs no more, and in the long run will cost a whole lot less.

Use the feature list below when looking over coin-op dry cleaning. It is your best guide to your best buy in professional, profitable coin-operated dry cleaning.



- | | |
|--|--|
| 15. PERMANENT LINT FILTER easily removed for cleaning. | 22. 10-POUND CAPACITY. |
| 16. NON-LINT-COLLECTING reclaimers and condensers. | 23. 45-MINUTE CYCLE. |
| 17. LARGE LINT AND BUTTON TRAP reduces maintenance. | 24. NO FOUNDATION or tie-down required for installation. |
| 18. SINGLE SOLVENT PUMP, high-capacity, to maintain constant filtration flow. | 25. EASY STORE ACCESS through 33" door frame. |
| 19. LATEST COIN MECHANISM is drop type, slug rejector, bent coin release, overpayments returned. Dial-Your-Own-Price feature makes possible unattended special promotions in increments of 25c. | 26. DIMENSIONS: Three-unit washer-extractor — Length, 111"; Depth, 32"; Height, 78". Filter — Length, 37"; Width, 32"; Height, 78". (Four-unit: Length, 148") |
| 20. INDICATOR LIGHT PANELS show customer the progress of her cleaning, indicate next machine ready to incoming customers. | 27. CLEAN, MODERN STYLING, professionally designed in gleaming gold-anodized aluminum to be the most beautiful equipment ever installed in self-service stores. |
| 21. ONE UTILITY REQUIREMENT: 220 v. line with 110 control voltage. (Single phase) | Wherever possible, parts selected for the ECONO-CREST dry cleaner have been those used in professional dry cleaning establishments. Other components have been specifically engineered for this equipment. |



Econ-o-wash

Leadership is based on individually profitable coin laundry and cleaning stores. Maximum profit requires maximum customer convenience, effective business-building promotion, and minimum owner maintenance. Our unsurpassed professional laundry engineering ability here teams up with experience gained in the installation and promotion of thousands of ECON-O-WASH coin laundries to offer you the first completely convenience-designed coin laundry installation. No store facility or accessory has been overlooked in our careful research for the beauty, the efficiency and the convenience that will not only bring your customers back again and again, but will encourage them to bring their friends back with them.



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American Laundry Machinery Industries
Division of McGraw-Edison Company

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ECONO-10

with exclusive stainless steel tub, the most advanced, trouble-free commercial washer available today. Top-loading agitator action for quick, efficient laundering.



ECONO-20

engineered for coin-op durability and ease of maintenance. Customers appreciate extra capacity and efficiency of this stainless steel washer-extractor.



ECONO-40

Rug Wash Center builds store traffic and revenue with GIANT capacity washer-extractor for largest, dirtiest washables. Matching 40-pound dryer and illuminated instruction sign. A money maker!



SERVICE BAR

Look what happened to the bulkhead! Now a colorful customer convenience with private supply shelves. Color coordinates with Star-Fold below.

STAR-FOLD

Matching laundry cart parks in the table, not in the aisle. Easy to clean, fiber glass adds color, won't snag clothes.



It's Easy... to Get the **MOST** Out of this Can!



Packed only in five-pound, friction-top, lithographed cans, to insure high-oxygen-content material at all times.

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When you use Eaton's Century Brand Sodium Perborate, you get a gentle, slow impartation of oxygen to the wool goods you are treating. You get the regenerative action which is so desirable . . . bleaching, and bringing back the soft, springy feel and original degree of whiteness your customers want in their woolsens.

Century Brand Sodium Perborate is produced with the *highest possible available oxygen content.* That's why this can gives you the "most". It's specially designed to seal in this oxygen content, and keep it available for your benefit.

Don't compare Eaton's Century Brand Sodium Perborate with commercial grades packed in barrels, kegs, cartons, and paper bags. Century Brand is manufactured and packed especially for the dry cleaning industry. Its purity and effectiveness are sealed in this can. Keep it sealed . . . and you'll always get the "most" out of it.

Order from your distributor *today!*

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Truck Specification Guide

Industry survey pinpoints state of route sales, how, why and what trucks are used...and who will purchase new vehicles in '61

ROUTE SALES continue to be an integral part of the drycleaning industry. We know that more than 81 percent of our readers operate trucks and that pickup-and-delivery service accounts for a considerable part of the volume in many of these plants.

Our recent nationwide survey in this area indicates that route sales are increasing, and more than one out of every three plantowners will be in the market for new delivery vehicles this year. Of those responding only 7 percent said their route sales were down, and 34.2 percent said they were planning truck purchases within the next 12 months.

On the following pages we present a basic guide to most of the route delivery equipment available to drycleaners during 1961, including trucks, chassis, and special truck bodies.

The charts on truck specifications are partial, and are published to show our readers the wide range of vehicles at their disposal. The data is based on information provided by manufacturers. While every effort has been made to insure accuracy, specifications are published as a service, and we cannot be responsible for errors or omissions.

Here are some of the major highlights of THE NATIONAL CLEANER Motor Truck Survey which was concluded this past October. The findings may assist you in making your purchase decision:

NC's Motor Truck Survey

Area	Plants Responding	Number of Trucks		Route Business		
		Owned	Leased	Up	Even	Down
New England	77	188	5	34	29	5
Mid-Atlantic	314	836	37	125	134	22
South Atlantic	69	176	5	22	33	5
East South Central . . .	127	234	2	39	68	5
East North Central . . .	375	1085	28	119	198	26
West South Central . .	79	171	9	20	35	6
West North Central . .	90	145	24	35	41	4
Mountain	57	99	12	21	26	4
Pacific	101	255	14	38	45	7
Miscellaneous	129					
	1,418					

Useful life

There was a wide difference of opinion as to how long trucks should be operated before trade-in. The answers ranged from 2 years up to 15. Others based useful life on mileage and were ready to trade at the end of 50,000 or 100,000 miles.

The average plant turns in its trucks every 4.1 years.

Who decides?

From all indications, the plantowner is the one who makes truck purchase decisions. Approximately 88 percent reported that this was their responsibility. Another 7 percent left the decision up to their plant managers and the remainder in the hands of fleet managers and other responsible personnel.

Why they buy

Although drycleaners are supposed to be notoriously price-conscious, our survey indicates there are two other factors that influence their decisions to buy.

First and foremost, most drycleaners were concerned with the *economy of operation*. Well over one-third cited this as their prime reason for buying a particular make of truck.

Next, they are concerned with the kind of *service* they'll get from the dealer and on the road. Just over one-fourth picked this as their second reason. Other factors include: initial cost, trade-in allowance, parts availability, etc.

The average plant responding to this survey had three trucks and nearly 87 percent of the trucks used were said to be 2½ tons or smaller.

Truck leasing

Leased trucks represented 4.5 percent of the total number of trucks reported operating in this survey. There is no particular geographical area in which leasing is more popular than others, but the West North Central region appears to use more leased trucks in proportion to the number of vehicles operating in the area.

For complete truck, body and chassis specifications, see pages 157, 160 and 161.

TRUCK SPECIFICATIONS

Manufacturer	Model Name or Number	Type	Gross Vehicle Weight Rating (Lbs.)	Wheel Base	Engines Available Horsepower/#Cyl.	Truck Weight (lb. empty)	Body Load Space (cu. ft.)	Over-All Length (inches)	Over-All Height (inches)	Inside Width (inches)	Max. Rear Door Width (inches)	Body Construction Material
Chevrolet	R1205	Corvair Panel	4600	95.00	80 6	2805	191.00	179.70	68.50	59.40	44.60	Steel
	C1405	Panel	5200	115.00	135 6 160 8	3820	175.37	201.09	74.13	79.4	57.75	"
	C3605	Panel	7800	133.00	135 6 160 8	4690	230.75	234.68	76.64	79.4	57.75	"
	P2345	Step-Van	7000	104.00	135 6	5099	276.00	193.12	98.37	75.62	72.00	"
	P2545	Step-Van	7000	125.00	135 6	5267	334.00	213.12	98.37	75.62	72.00	"
	P2645	Step-Van	7000	137.00	135 6	5447	392.00	233.12	98.37	75.62	72.00	"
	P3345	Step-Van	10000	104.00	135 6	5275	276.00	193.12	99.00	75.62	72.00	"
	P3545	Step-Van	10000	125.00	135 6	5457	334.00	213.12	99.00	75.62	72.00	"
	P3645	Step-Van	10000	137.00	135 6	5636	392.00	233.12	99.00	75.62	72.00	"
Divco	10	Walk-In	6500	100 3/4	55 4 or 80 4	4500	136 1/2	179 3/4	92 3/4	63 1/2	37 3/4	Steel
	100	Walk-In	6500	100 3/4	55 4 or 80 4	4500	221	185 3/4	95	71	—	"
	200	Walk-In	8500	127 1/2	92 6 or 120 6	5500	315	217 3/4	99	71	69 3/4	"
	300	Walk-In	6500 or 7500	115	80 4 or 120 6	5000	256	195 3/4	—	71	69 3/4	"
	40	Step-In Forward Control	7000-16500	130	120 6 or 130 6	5200 5500	470	227 1/4	111	80 1/4	48 3/4	Steel or Aluminum
	50	Step-In Forward Control	7000-16500	117	80 4 or 120 6	5100 5500	412	208 13/16	111	80 1/4	48 3/4	"
	70	Step-In Forward Control	10000-16500	153 3/4	120 6 or 130 6	5800 6500	585	259 13/16	111	80 1/4	48 3/4	"
Dodge	D100	7 1/2 Ft. Panel	5100	114	101 6 140 6 200 8	3565 Plus 140 lb. for V-8 engine	155	197 3/4	81 1/2	65 1/4	50 1/4	Steel
Ford	Econoline Van	Panel	4350	90	85 6	2690	204.4	168.4	77.3	65.0	49.1*	Steel
	*Also curb-side doors, same width. Falcon Sedan Delivery	Panel	3250	109.5	85 6 101 6	2565	76.2	189.0	56.6	57.1	45.5	"
International Harvester Company	AM-120-Metro*	Panel Delivery	6600	115	113 6	4570	301	202 1/2	101	70	67	Steel
	*In addition to standard 9'6" body, available in 9'6", 10'6" and 12'7" flat back body. Also larger bodies on heavier chassis, AM 130 and 150.											
	AM 120-Metro Lite**	Panel Delivery	6600	115	113 6	3805	352	200	101 1/4	78	73	Magnesium and aluminum alloy and fiber-glass plastic. Also aluminum
	**Also available in 10'8" and 12'8" body lengths in addition to standard 9'8". AM 130 and 150 heavier chassis take 9'8" to 12'8" bodies.											
	AM 80-Metro Mite	Panel Delivery	3800	96	51 4	2800	200	159	91	66	38	Steel
International trucks also available in panel bodies, and all steel Metro van bodies from 9'6" to 16'7" body lengths.												
Volkswagen	VW	Panel Delivery	4112	94.5	40 4	2282	170	168.9	76.4	59.1	35.4*	Steel
*Double side doors—46.1" wide x 47.2" high; right side doors stock; left side optional.												
White Motor Co.	PDQ A7	Walk-In	5000 7000	96	70 4-78 4-122 6	4150	190	179 3/4	88	63 1/2	60	Steel
	PDQ A8	Walk-In	5000 7000	104	70 4-78 4-122 6	4250	207	187 3/4	88	63 1/2	60	(Fiber-glass roof assembly)
	PDQ B8	Walk-In	6000 7000	104	70 4-78 4-122 6	4350	232	187 3/4	93	68	64	"
	PDQ B10	Walk-In	7000	122	78 4-122 6	4550	315	216 3/4	93	68	64	"
	PDQ C10	Walk-In	7000	122	78 4-122 6	5260	375	216 3/4	103 1/2	75	72	"
	PDQ C10	Walk-In	8000	122	122 6	5540	375	216 3/4	104 3/4	75	72	"
	PDQ C10	Walk-In	10000	122	122 6	5665	375	216 3/4	105 3/4	75	72	"
	PDQ C10	Walk-In	12000	122	122 6	5920	375	216 3/4	104 1/2	75	72	"
	PDQ C12	Walk-In	7000	137	78 4-122 6	5540	450	240 3/4	103 1/2	75	72	"
	PDQ C12	Walk-In	8000	137	122 6	5810	450	240 3/4	104 3/4	75	72	"
	PDQ C12	Walk-In	10000	137	122 6	5940	450	240 3/4	105 3/4	75	72	"
	PDQ C12	Walk-In	12000	137	122 6	6240	450	240 3/4	104 1/2	75	72	"
	PDQ C15	Walk-In	12000	154	122 6	6780	560	276 3/4	104 1/2	75	72	"
Willys Motors	"Jeep" Fleetvan	Walk-In	4000	80	72 4	3000	110	135.0	87.0	56.0	34	Steel

Colors don't match?

BLAME



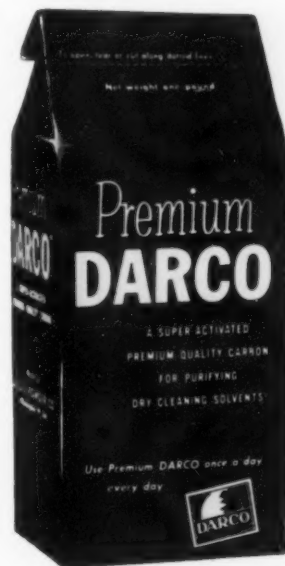
SOLVENT STAIN

Your customers are bound to complain when a dress you've just cleaned looks dull and off-color compared to a matching jacket that stayed home. *Solvent Stain* is the guilty party. It's caused by build-up of bleeding dyes and soil in your washer. The more efficient your charged system, the more susceptible you are to Solvent Stain.

Premium Darco® prevents solvent stain

Premium DARCO—the original high-powered carbon developed especially for modern high-powered charged systems—is the simple, economical way to prevent Solvent Stain. Use one bag of Premium DARCO *every day* for each 2000 gallons of filter capacity. Be sure to use enough . . . and to use it daily. It's your best insurance against dull, grayed garments. Leading soap manufacturers recommend Premium DARCO. Order today, from your distributor.

Premium Darco...the only dry cleaning carbon developed, manufactured and sold by people who have specialized in purification for over 35 years.



ATLAS POWDER COMPANY
Wilmington 99, Delaware

BODY SPECIFICATIONS

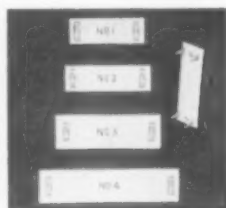
Manufacturer	Model Name or Number	Type	Chassis Application Rating/Wheel Base (inches)	Body Loadspace Cubic Feet	Loadspace Length (inches)	Loadspace Height (inches)	Loadspace Width (inches)	Body Weight (lbs.)	Max. Rear Drum Width (inches)	Construction Material
Boyetown Auto Body Works	S-6	Step-In Panel	1/2 ton / 108-114	184	78	62	66	N.A.	66	M-tensile steel
	S-7	Step-In Panel	3/4 ton / 116-124	213	90	66	66	N.A.	66	"
	S8-L	Step-In Panel	1 ton / 126-133	272	96	66	74	N.A.	74	"
	M-6	Melivan*	1/2 ton forward control / 96	184	78	62	66	N.A.	66	"
	M-7	Melivan*	1/2 ton forward control / 102	213	90	62	66	N.A.	66	"
	M8-L	Merchandiser*	3/4 ton / 104	272	96	66	74	N.A.	74	"
	M8-H	Merchandiser*	3/4 ton / 104	296	96	72	74	N.A.	74	"
	M10-H	Merchandiser*	3/4-1 ton / 122-126	370	120	72	74	N.A.	74	"
	M12-H	Merchandiser*	1-1 1/2 ton / 137	444	144	72	74	N.A.	74	"
	MV-12	Merchanivan*	1 1/2-2 ton / 137	575	144	78	88 1/2	N.A.	88 1/2	"
	MV-14	Merchanivan*	1 1/2-2 ton / 154	671	168	78	88 1/2	N.A.	88 1/2	"
	MV-16	Merchanivan*	1 1/2-2 ton / 172	767	192	78	88 1/2	N.A.	88 1/2	"
	MV-18	Merchanivan* * Registered	1 1/2-2 ton / 190	862	216	78	88 1/2	N.A.	88 1/2	"
Trade Names										
Dayton T. Brown, Inc.	Airvan	Parcel Delivery	104	301	96	72	78	1314	74	Aluminum
	Airvan	Parcel Delivery	122, 125, 126	394	126	72	78	1385	74	"
	Airvan	Parcel Delivery	137	450	144	72	78	1484	74	"
De Kalb Commercial Body Corp.	DK-8	Forward-Van	3/4 ton / 104	305	184	Depends on chassis make and model.	78	1975	Full opening on all models	Tubular steel
	DK-10	Forward-Van	3/4 or 1 ton / 122-125	380	208		78	2100		"
	DK-12	Forward-Van	1 or 1 1/2 ton / 137	455	232		78	2250		"
International Harvester Co. "Metro"	AM120* Metro	Multi-Stop	* See truck specifications on preceding page. Metro bodies are manufactured by a subsidiary of International Harvester Co. Metro bodies and International chassis are sold as a truck unit under the "Metro" name.							
	AM120* Metro Lite	Multi-Stop								
	AM80* Metro Mile	Multi-Stop								
J. B. E. Olson Corp. "Olson Kurb Side"	8C 8D 8F 8G	Forward Control	104	315	98 1/2	73 1/2	78	1300	74	Aluminum
	9C 9D 9F 9G	Forward Control	104	352	110 1/2	73 1/2	78	1375	74	"
	10C 10D 10F 10G	Forward Control	122, 125	390	122 1/2	73 1/2	78	1450	74	"
	12C 12F 12G	Forward Control	122, 137	460	142 1/2	73 1/2	78	1587	74	"
	15C 15D 15F 15G*	Forward Control	154, 161	578	180	73 1/2	78	1812	74	"
	16C 16D 16F 16G*	Forward Control	161	615	192	73 1/2	78	1877	74	"
	* Can be built on a light chassis by extending the wheelbase.									
"Olsonette"	7F	Forward Control	1/2 ton / 96	228	84	66 1/2	74	1160	70	Aluminum
	8F	Forward Control	1/2 ton / 102	262	96	66 1/2	74	1210	70	"
	9F	Forward Control	1/2 ton / 102	296	108	66 1/2	74	1260	70	"
Universal Body Sales, Inc.	Dependent upon chassis used. Specific models manufactured for Chevrolet, Dodge, Ford, International Harvester, and GMC chassis.	Walk-in for flat face cowl chassis	106-130	162-216	72-98	59	65	1400-1700	30	Steel
		Panel Delivery	96	200	80	65	66	N.A.	66	"
		Panel Delivery	102	220	90	65	66	N.A.	66	"
		Panel Delivery	104	242	98	68 1/2	66	N.A.	60	"
		Panel Delivery	125	320	128	68 1/2	66	N.A.	60	"
		Panel Delivery	104	290	98	72	74	N.A.	74	"
	Panel Delivery	125	390	128	72	74	N.A.	74	"	
	Panel Delivery	137	430	146	72	74	N.A.	74	"	

CHASSIS SPECIFICATIONS

Manufacturer	Model Name or Number	Type	Gross Vehicle Weight Rating (lbs.)	Wheel Base (inches)	Engines Available Horsepower/Cyl.	Chassis Weight (lbs.)	Manufacturer	Model Name or Number	Type	Gross Vehicle Weight Rating (lbs.)	Wheel Base (inches)	Engines Available Horsepower/Cyl.	Chassis Weight (lbs.)
Chevrolet	C1402	Cowl	5200	115	135/6 or 160/8	2635	Dodge cont'd	D400	Chassis-Cowl	15000	133	125/6 or 202/8	4240*
	C1412	Cowl w/s	5200	115	135/6 or 160/8	2792		F-100	Cowl	5000	114	135/6 or 160/8	2470
	C2502	Cowl	7500	127	135/6 or 160/8	2915		F-250	Cowl w/s	5000	114	135/6 or 160/8	2500
	C2512	Cowl w/s	7500	127	135/6 or 160/8	3070		F-350	Cowl	7400	122	135/6 or 160/8	2710
	C3602	Cowl	10000	133	135/6 or 160/8	3350		F-350	Cowl w/s	7400	122	135/6 or 160/8	2735
	C3612	Cowl w/s	10000	133	135/6 or 160/8	3390		P-100	Cowl w/s	7600-9800	132	135/6 or 160/8	3000
	C4102	Cowl	14000	133	135/6 or 160/8	3830		P-100	Stripped	7600-9800	132	135/6 or 160/8	3030
	C4112	Cowl w/s	14000	133	135/6 or 160/8	3961		P-350	Stripped	5000	96	135/6	2140
	C4302	Cowl	14000	137	135/6 or 160/8	3920		P-350	Chassis	8000	102	135/6	2155
	C4312	Cowl w/s	14000	137	135/6 or 160/8	4098		P-400	Chassis	8000	104	135/6 or 160/8	2430
	C5102	Cowl	16000	133	135/6 or 160/8	4610		P-500	Windshield Front End	8000	122	135/6 or 160/8	2480
	C5112	Cowl w/s	16000	133	135/6 or 160/8	4780		P-600	Stripped	8000	104	135/6 or 160/8	3060
	C5202	Cowl	16000	145	135/6 or 160/8	4650		(Special order)	Stripped	10000	122	135/6 or 160/8	3110
	C5212	Cowl w/s	16000	145	135/6 or 160/8	4820		International	Chassis	10000	137	135/6 or 160/8	2660
	C5302	Cowl	16000	157	135/6 or 160/8	4660		Harvester Co.	Windshield Front End	10000	137	135/6 or 160/8	3290
	C5312	Cowl w/s	16000	157	135/6 or 160/8	4830		AM 120.*	Stripped	15000	137	135/6 or 160/8	3340
	C5502	Cowl w/s	16000	175	135/6 or 160/8	4880		AM 120.*	Chassis	15000	154	135/6 or 160/8	3440
	C5512	Cowl w/s	16000	175	135/6 or 160/8	5040		AM 80.*	Windshield	15000	137	135/6 or 160/8	3970
Dodge	C6102	Cowl	19500	133	150/6 or 160/8	4740	White Motor Co.	3014	Chassis & Cab	16000	99, 111, 129, 147, 165	110/6 or 130/6	N. A.
	C6112	Cowl w/s	19500	133	150/6 or 160/8	4910		3015	Chassis & Cab	21500	111, 129, 141, 147, 165	110/6 or 130/6	N. A.
	C6302	Cowl	19500	137	150/6 or 160/8	4790		3020	Chassis & Cab	26000	97 1/2, 109 1/2, 127 1/2, 145 1/2, 163 1/2, 181 1/2	130/6	N. A.
	C6312	Cowl w/s	19500	137	150/6 or 160/8	4960							
	C6502	Cowl	19500	175	150/6 or 160/8	5020							
	C6512	Cowl w/s	19500	175	150/6 or 160/8	5190							
	P2342	Fwd. Con.	7000	104	135/6	2738							
	P2542	Fwd. Con.	7000	125	135/6	2805							
	P2642	Fwd. Con.	7000	137	135/6	2835							
	P3342	Fwd. Con.	10000	104	135/6	2914							
	P3542	Fwd. Con.	10000	125	135/6	3000							
	P3642	Fwd. Con.	10000	137	135/6	3024							
	P200	Forward-Control	7500	104	101/6 or 140/6	2660							
	P300	Chassis	10000	122	140/6	2695							
	P400	Forward-Control	15000	137	125/6	2910							
	D100	Chassis-Cowl	5100	114	101/6 or 140/6	2540							
	D200	Chassis-Cowl	7500	122	200/8	2565							
	D300	Chassis-Cowl	10000	133	200/8	2705							
					200/8	3060							
					140/6 or 200/8	3200							
					140/6 or 200/8	3305							
					200/8	3445							



**Your Distributor Will Fill Your Order
for BOSTAG MARKING NEEDS**



**Genuine
PEERLESS BEACON TAGS**

Smooth-edged zinc prongs are tapered to enter and leave fabric without damage. Prongs are anchored, always firm and straight, yet fully pliable for quick attaching and removing. Triple-fold 80 x 80 count cotton cloth, non-fraying—special easy writing finish for pen or machine marking. Also fibre, 5 sizes. White and Standard Colors.

Also HALF TAGS cut straight or diagonally. SINGLE STAPLE TAGS.

**BOSTAG
TAGGING MACHINES**

Attach Peerless Beacon Tags faster than by hand—saving time, labor and money. Prongs are turned under for safety and smoothness. Easy, simple operation for ALL Peerless Beacon Tags. 4 Machines for Nos. 1-2-3-4 Tags. No. 4 Machine handles Half 3's.



TAG-A-DAY TAGS



Plain—or printed with days of the week, Monday through Saturday. White and six standard colors. Highest quality 80 x 80 count cotton cloth; also fibre. Size 1 7/8" x 2 1/4", packed 1000 to box. Standard color set-up on days of the week.

MON: Blue THURS: Orange
TUES: Red FRI: Yellow
WED: Pink SAT: Green
SPECIAL: White

Also Lavender, Gray, Tan
SPECIAL PRINTING, at nominal extra charge, may be had on any tag.

The HUB PERFORATING TAG

Indestructible — not affected by soaps, acids, gasoline, solvents, or boiling dye. White only.
No. 1—1" x 2 1/2" No. 3—1" x 3 1/2"
No. 2—1" x 3" No. 4—1" x 3 3/4"

**ACE of SPADES
INDELIBLE INK**

Intense, jet black. Highest quality. Free-flowing. Clean-marking. Impervious to action of strong solutions; does not turn brown in laundering or dry cleaning.

**REDUX INDELIBLE INK
REMOVER**

• A B SOCK TAGS

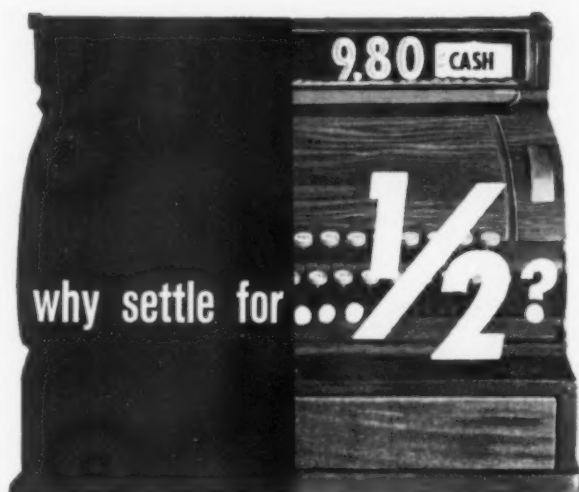
**ACE of HEARTS
RED INK**

• EZ-OFF IRON CLEANER

Write for Descriptive Detailed Circular



All
Fully
Guaranteed



**you can really "CLEAN UP" with a
RELIABLE STORAGE VAULT**

Everywhere you go plant owners will tell you . . . "My Storage Vault brings in my most profitable business; it is the easiest to handle, and it keeps us busy during the normally slow months." Storage also puts waste space to work and gives a higher return on a comparable investment that might be made on other equipment.

Indeed, why settle for half when you can install a Reliable Storage Vault now? Reliable Package Units give you a choice of "dry" or "cold" storage . . . and we will do the planning, engineering and financing. All you do is make the profits.

*Most Reliable installations
pay for themselves the first year.
Write for full details today!*

**RELIABLE MACHINE WORKS, INC.,
231 EAGLE STREET, BROOKLYN 22, N. Y.**

**THERE ARE CLEANING
PLANTS...AND
THERE ARE CLEANING
PLANTS...**

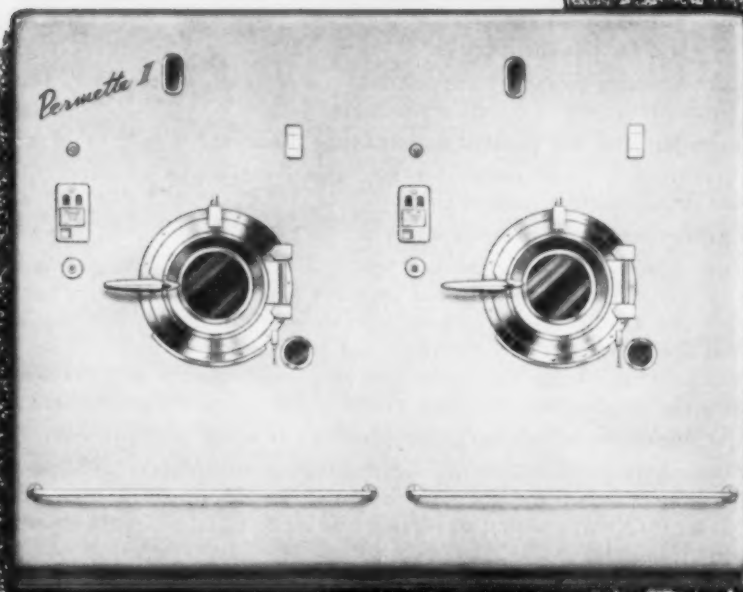
**THERE ARE COIN-OP
MACHINES AND THERE
ARE COIN-OP MACHINES...
BUT THERE IS ONLY ONE**

KLEANERETTE

AND ONLY ONE

PERMETTE II

**THE ONE COMBINATION THAT
LETS YOU SELL THESE
BIG-PROFIT SERVICES
DAY OR NIGHT ATTENDED OR
UNATTENDED, COIN-OPERATED
OR NOT!**



**AMERICAN
PERMAC Inc.**

**1569 MERRICK ROAD
MERRICK, L. I., N. Y.**

WE'VE GOT IT!

**A Twin Unit That Pro-
duces Twice As Much In
Half The Time.**

**A Professional Ma-
chine With Built-In
Know-How**

**A Full Coin-Operated
Unit. Created By The
World's Leading Manu-
facturer of Drycleaning
Equipment especially for
dry cleaners and
laundromat operators:**

**As the heart of the all-
new Kleanerette, serving
as a minimum-labor ma-
chine during the day and
a coin-op after hours.**

**In laundromats as a
fully coin-operated ma-
chine which, in a mini-
mum of space, lets opera-
tors offer a complete
one-stop service.**

**DON'T WAIT! WRITE TODAY
ABOUT AMERICA'S MOST EXCIT-
ING MACHINE...MOST EXCITING
PACKAGE!**

AMERICAN PERMAC, INC.

1569 Merrick Road, Merrick, L. I., N. Y.

**GENTLEMEN: I am interested in
learning all about your Kleanerette and
Permette II Coin-operated Machines!**

Name

Company

Address

Du Pont answers your questions on coin-op drycleaning

This information is being published in the interest of all drycleaners. It is in answer to the requests of our distributors who have brought their customers' questions on coin-op drycleaning to our attention.

Q. What is initial consumer reaction to coin-op?

A. It has been very favorable judging from the results at several test installations throughout the country.

Q. How many manufacturers offer coin-op drycleaning equipment?

A. About sixteen so far, with others considering entrance into the market. As soon as sufficient equipment is commercially available, Du Pont will issue a special coin-op equipment guide similar to the commercial drycleaning equipment guide that has been the reference book of the industry for many years.

Q. Will coin-op mean the end of the professional drycleaners?

A. No! There will always be a need for high-quality professional services. Thus we believe that coin-op drycleaning will augment rather than supplant professional drycleaning.

Q. Is coin-op drycleaning good for the industry?

A. Yes. Total industry sales volume, including commercial and coin-op drycleaning, should multiply from 2 to 3 times according to recent predictions.

Q. What effect will coin-op have on my present drycleaning business?

A. If you install coin-op facilities, it could mean increased business through cleaning of garments and items seldom drycleaned because of cost.

Q. Can I promote both professional and coin-op services?

A. Yes. By emphasizing the *differences* between the two services. Professional drycleaning care is still required for a variety of garments and your promotion should spell out the advantages of your quality service. In the case of coin-op, you should sell the low cost and convenience of this method for cleaning items not requiring professional care. These are the clothing items and household furnishings that up to now have been infrequently drycleaned because of cost. By featuring both services, drycleaners can achieve maximum sales coverage.

Q. Who will be the major operators of coin-op... drycleaners or other groups?

A. Most equipment manufacturers are directing their sales efforts to drycleaners. Here then is the opportunity for drycleaners to become the major operators in coin-op. With their know-how, drycleaners are in an excellent position to become the leaders and to avoid repeating the early history of coin-op laundries.

Q. What problems are involved in getting into coin-op drycleaning?

A. Much the same problems faced in any new business venture. It pays to talk to the people who know the most about it: in this instance, your distributor, equipment manufacturers, suppliers, and local bankers. Examine all factors and you will have a basis for decision.

Q. How much is it going to cost me to go into the coin-op drycleaning business?

A. We cannot give you a specific answer, because costs will vary depending on the size of your

installation, building plans and equipment choice. However, our studies show that the total average investment (machine cost, freight, installation and solvent) for an 8-unit coin-op installation is running around \$18,000-\$19,000. We urge you to study carefully all the cost factors before you make your move. Check with such sources as equipment manufacturers and distributors and drycleaning material suppliers.

Q. Should I set up a coin-op installation on my premises or elsewhere?

A. This decision depends upon many factors including the amount of space you have available and, most importantly, the convenience of your location. You can expect that equipment manufacturers will have some definite ideas and can help you decide.

Q. Are there any zoning problems in connection with coin-op installations?

A. There should be no special zoning problems when perchlorethylene is the solvent used, since it is nonflammable. Du Pont has assisted drycleaners with local zoning restrictions in areas where the authorities are unfamiliar with the proper handling of this widely used solvent. Du Pont will do the same for coin-op installations.

Q. Can I use the same drycleaning solvent and detergents in coin-op units as in my present equipment?

A. Perchlorethylene is the solvent used in coin-op drycleaning equipment now on the market, as it is in commercial drycleaning. One equipment manufacturer is offering perchlorethylene with detergent added. However, we understand that other equipment manufacturers recommend separate purchase of the solvent and detergent to enable operators to achieve optimum cost and quality results. Therefore, you will be able to make your own choice on this point after a study of the economics of each procedure.

Q. Will I be able to buy my coin-op drycleaning materials from my present suppliers?

A. In Du Pont's case it is our stated policy to continue to sell through distributors so you will have the same source and all the distributor services you are accustomed to. It appears that many other suppliers will follow the same practice.

Q. Where can I get additional information on coin-op drycleaning?

A. Your local "Perclene" perchlorethylene distributor, equipment manufacturers and the drycleaning trade magazines. If you have difficulty getting answers to your specific questions send them to us and we'll try to answer them for you.

Q. If I decide not to go into coin-op, how can I best compete with it?

A. By offering good quality services and by promoting them wisely. By featuring the services that only you, the professional, can offer, you can compete effectively.

Q. What is Du Pont's view of coin-op?

A. Du Pont feels that coin-op drycleaning presents a significant opportunity for growth and profit in the industry. Du Pont believes that commercial drycleaners are the best-equipped group to handle this innovation and will do everything possible to support the industry in meeting and adjusting to the opportunities of coin-op.

Q. It is rumored that Du Pont has a new drycleaning composition specifically made for coin-op drycleaning. Is this true?

A. It is true that Du Pont is working on a new product that will better meet the needs of this new segment of your industry. When we are convinced that it meets Du Pont's standards of quality and is commercially feasible, full details will be disclosed.

Du Pont has been serving the drycleaning industry for more than 25 years—ever since it introduced "Perclene" perchlorethylene for drycleaning in 1933. As in the past, Du Pont will continue to evaluate the ever-changing needs of drycleaners and to help them take full advantage of new developments such as coin-operated drycleaning.



PERCLEN[®]
perchlorethylene

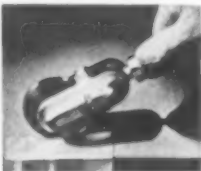
BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY



ELECTRIC BLANKET CIRCUIT TESTER

Checks electric blanket wiring in 15 seconds. Protects you against unwarranted claims. Portable — plug in type, can be used anywhere a 110v outlet is available. Works on all blankets. Complete instructions included — no costly operator training. Completely safe — cannot hurt blankets, equipment or personnel.

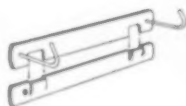
Price.....\$6.50 each



HAND SEALER KIT

Fast, economical, permanent sealing of polyethylene or other thermo-plastic films. Makes special size bags out of regular garment poly or pifilm. Cuts packaging labor and improves appearance — avoids unsightly folding, stapling and taping. Kit includes — Hand Sealer, Bar to guide sealer direction, Mounting bracket and tube of DOW "SLIPICONE" releasing agent.

Price.....\$29.95

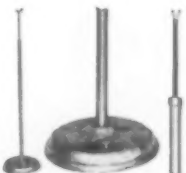


KD BAG RACK

Eliminate lost items, gain greater counter output . . . promptly bag customers garments at your counter. KD BAG RACK is faster operating, easier to attach and remove bags. Bright nickel finish.

Price.....\$6.00 set

Counter Bags available in cotton, nylon, natural and color. Durable quality, 24" x 28", grommets with drawstring.



PORTABLE BAGGER

This light weight bagger requires only 1 sq. ft. of space and will hold up to 7 hangers . . . Triple action locking device holds raised rod securely at desired height. Foot release allows raised rod to drop instantly to a cushioned stop — quietly. Attractively finished in aluminum and light grey enamel.

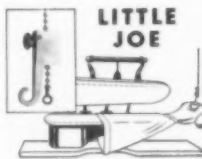
Price.....\$20.85 each



THREAD RACK

32 spool capacity thread rack holds all standard spools and bobbins. Each spool is directly and instantly available. Heavy, rigid welded wire construction and bright nickel plate guarantee long life and attractive appearance. Flat design saves on scarce working area. For bench, wall, table edge mounting . . . or mount on board for portability.

Price.....\$6.95 each



LITTLE JOE

LITTLE JOE — ADJUSTABLE GARMENT HOLDER

Speeds work at press machines, finishing boards, repair and spotting tables. Little Joe keeps garments clean and wrinkle free. Adjusts to any height desired at the press of a button. Die-cast chrome finished hook on 5-foot beaded chain.

Price.....\$2.75 each



5 FT. PORTABLE GARMENT RACK

Use it everywhere . . . the KD Garment Rack has attractive appearance for your call office and strength for your plant. 63" high, heavy duty, mirror-chrome uprights and crossbars, baked black enamel finished cast fittings and sturdy swivel rubber casters. Shipped knocked down, easily assembled.

Price.....\$29.50 each

Other lengths, designs quoted on request.

ASK YOUR SUPPLIER ABOUT KD . . .

KD Numbering Outfits

Identification Tags and Systems

Flag Markers

Brass Tags and Rings

Rack Dividers

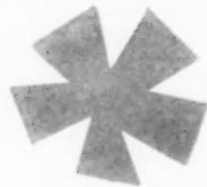
Pin Straighteners

Pin Set Transports



79 14th St., Battle Creek, Michigan

"SIMPLICITY ITSELF"



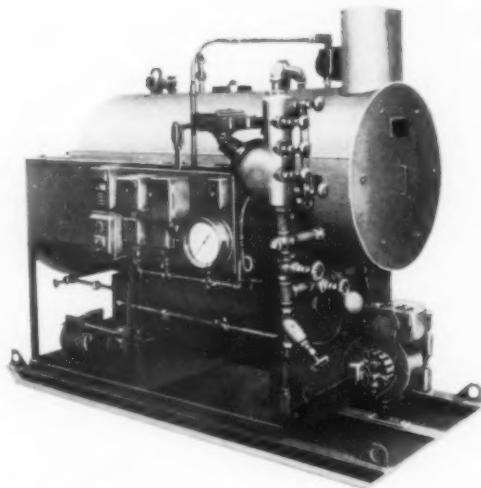
That's what plant owners everywhere report on their experience with the operation and maintenance of COLUMBIA Horizontal Return Tubular type packaged boilers. There's good reason.

*Delivered fully equipped and ready for action, COLUMBIA rugged construction and simplicity of design are immediately apparent. Provision for easy cleaning and inspection, standardized parts and conventional accessories . . . with the elimination of all need for service specialists . . . saves valuable time, eliminates service costs.

COLUMBIA

HRT* fully packaged boilers produce more steam per dollar invested, more steam per dollar spent for fuel.

Descriptive booklet and full information on request.



Write Dept. N-31

COLUMBIA BOILER CO. of POTTSTOWN

Pottstown, Penna.

*Horizontal Return Tubular type, suitable for firing by gas, light or heavy oil . . . or interchangeably by gas or oil, 2 to 100 hp.



"Advertising under 8 Yellow Pages headings promotes all our stores and services!" says J. Koplos, manager, Phoenix Cleaners, Rockford, Ill. "The Yellow Pages really helps us promote our nine stores and all our services! Take our listing under ZIPPERS, for instance. The Yellow Pages is the only place we advertise this service, and it's amazing how much business it pulls in! We've been in the Yellow Pages since 1923. I guess that tells how much we believe in the power of Yellow Pages advertising!"



Display this emblem. It builds your business!

Display ad shown reduced runs under CLEANERS & DYERS. Call the Yellow Pages man at your Bell Telephone Business Office to plan your program.

One Of Rockford's Largest, There's A Reason

Dry Cleaning Shirt Laundry

**FREE PICK UP & DELIVERY TO YOUR DOOR
DIAL WO 2-7701**

(Should Visits Localized Near Your Store)

• SERVICE LOCATIONS

Store No. 1 101 S. State
Store No. 2 111 S. Church
Store No. 3 111 S. State

• CLOSING

Store No. 4 101 S. State
Store No. 5 101 S. State
Store No. 6 101 S. State
Store No. 7 101 S. State
Store No. 8 101 S. State
Store No. 9 101 S. State

**PHOENIX
CLEANERS**

101 - 111 S. 2nd St.

MAIN OFFICE & DRIVE-IN PLANT

ENGL. WID 3 7701

• DRY CLEANING

• SHIRT LAUNDRY

• DRESSING

• PRESSING

• FIBER & WOOL STORAGE

ASSOCIATION NEWS

NCA News: The Neighborhood Cleaners Association (New York) is offering members a round trip to Europe at a special rate for the third straight year. The flight leaves June 29 for London and returns from Paris on July 28. Astral Travel Service, the firm servicing the trip, is offering accident and sickness insurance to provide a full refund if a member can't make it because of illness occurring immediately before the trip. The round-trip fare is \$285.

Ontario Cleaners Meet: Fifty Canadian drycleaners from Sarnia, Port Huron, Toronto, North Bay and Windsor recently held their annual dinner meeting at Sarnia.

Among those attending were Alvin Thompson, president of the Sarnia Dry Cleaners Association, who was in charge of the meeting; Hartley Currie of Toronto, managing director of Dry Cleaners Institute of Ontario; Clarence Rennick of North Bay, president of the Ontario Dry Cleaners Association;

Walter Warren, president of the Windsor Dry Cleaners Association, and Henry Smith, representing the Port Huron Dry Cleaners Association.

#

Deep South Election: Charles Burgess of Brookhaven, Miss., is the new president of the Mississippi Laundry and Dry Cleaning Association. He was elected at the group's sixteenth annual convention.

Other officers include Fred Felder, McComb, first vice-president; J. R. Walsh, Greenville, second vice-president; Troy B. Magee, Long Beach, secretary-treasurer. New directors are: J. H. Carter of Meridian; J. O. Coker of Columbia; Raiford Branch, Kosciusko, and Fred Rand, Yazoo City.

#

Georgia Conference Draws Crowd: A total of 76 cleaners and allied tradesmen recently attended a two-day field management conference jointly sponsored by the Georgia Launderers and Cleaners Association, Inc., and the Greater Atlanta Dry Cleaning and Laundry Association, Inc., in cooperation with the National Institute of Drycleaning. The conference drew representatives from South Carolina, Georgia, Alabama and Tennessee.

#

Local Group Elects: Miami Valley (Ohio) Cleaners Guild has a new president, Jack French of Progressive Laundry. Other new officers named for the group are Herb Cornett, vice-president; Ewalt Stollger, treasurer, and James Hinkley, secretary.

#

Members of the Board: Louis Juarez and Kenneth R. Peaslee have been added to the board of directors of Saginaw (Mich.) Dry Cleaners Association. Other officers are J. Spencer Kelly, president; Leonard Guida, vice-president; Erwin A. Meyers, treasurer; Simon G. Hoffman, Leo J. Ciaramitaro, Robert L. Schiff and William J. Robertson, directors. Mr. Juarez was also elected secretary.

#

Elected and Relected: William C. Williamson of Madison, Wis., was recently reelected president of the Wisconsin & Upper Michigan Drycleaning Institute at its annual convention. Maurice J. Puariea of Milwaukee was reelected vice-president.

John A. Baribeau, Escanaba, was reelected a director. Robert Werner, Kenosha, and Robert J. Lee, Manitowoc, were also elected directors.

Continued on page 179



**SAVE TIME—
INCREASE SPACE—
SPEED SERVICE—**

with the *Call-Ette*
the **GARMENT CONVEYOR**
that pays for itself!

Here is a conveyor system that has been built to combine all the wanted features of top quality and low cost as determined by a recent market survey.

TROUBLE-FREE ENCLOSED ROLLERS are easy to clean, ensure quiet operation, reduce maintenance requirements.

Durable aluminum alloy tubing with bronze conveyor band is guaranteed not to sag under the heaviest loads.

Heavy duty G.E. motor speeds garment to counter at 85 feet per minute, operating for only pennies a day.

DIAL-ETTE SELECTOR PANEL provides automatic service by dialing job number for garment pick up. Also available with manual or foot operated switches as preferred.

No installation expense. Just plug the Call-Ette in and it is ready for use.

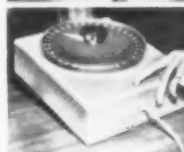
Increases garment space by 45%. No aisle space needed. "L" "Z" or "U" shapes available in single or multiple units to fit your requirements.

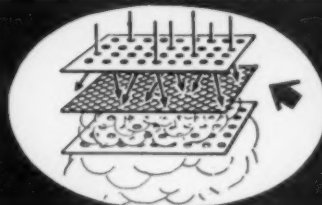
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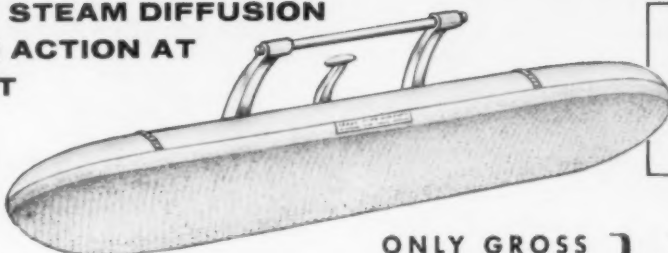




Only GROSS STAR TRIPL-SAFE GRID PLATES
Have the PATENTED Filter Screen
Built In For EXTRA Safety

**GET 50% MORE STEAM DIFFUSION
 AND FILTERING ACTION AT
 NO EXTRA COST**

No other Grid Plate can possibly be as safe as GROSS STAR because NO other Grid Plate has the patented filter screen that gives 100% protection against hot spots, moires, jetting and nickel marks. Billowing clouds of TRIPLE-filtered steam provide exact steam temperature for faster, safer production on ANY fabric—Wash-N-Wear, delicate synthetics, silks, wools, cottons . . . ANYthing. And the permanently napped pressing surface makes "shine" impossible.



EASY pressing
PERFECT pressing
EVEN steam
SAFE pressing

**ONLY GROSS
 STAR gives you
 THREE times the
 steam-filtering
 action.**

- 1 perforated liner
- 2 PATENTED filter screen
- 3 perforated grid plate (with napped surface)

When ordering from your jobber—insist on

GROSS STAR TRIPL-SAFE GRID PLATE
 PATENTED MFD. BY L. BEHRSTOCK CO. WITH BUILT-IN STEAM FILTER
 1708 S. STATE ST. CHICAGO 16, ILL.

COSTS LESS THAN YOU'D GUESS

	TRIPL-SAFE	SINGLE PLATE
Under 46"	\$29.75	\$16.85
Over 46"	38.75	21.75
Mushroom	21.75	12.50
	from your jobber	

NEW and NEEDED!

EAGLE SAFETY PLUNGER CANS

safe cleaning with flammable liquids . . . strong, durable, reliable . . . Factory Mutual approved . . . press down on spring-mounted dasher and measured fluid is forced up to dampen swab or sponge . . . 1, 2 qt., 1 gal.



EAGLE Style I SAFETY CANS

safe for handling all flammable liquids . . . Underwriters Laboratories and Factory Mutual approved . . . no waste, no splash, no spill . . . seamless body . . . guard cap prevents leak . . . 1, 2 qt., 1 gal. with trigger handle; 2½, 5 gal. with free-swing handle.



EAGLE SAFETY BENCH CANS

for cleaning small parts safely, quickly . . . approved by Factory Mutual . . . seamless steel body, finished in bright red . . . spring-mounted dasher acts as baille to reduce fire hazard . . . 1, 2 qt., 2 gal.



EAGLE DRIP CAN

for use where a faucet may drip or a slow leak may occur . . . reduces fire hazard . . . approved by Factory Mutual . . . seamless steel body . . . 2 qt. capacity.



ORDER FROM YOUR SUPPLIER

Write for free catalog showing Complete Eagle Line . . . Eagle products are also available in Canada.



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Serving the Trade Since 1894

QUALITY LEADERSHIP FOR THE DRY CLEANING INDUSTRY



Anscott Heralds a
Scientific "Breakthrough"

MORE MODERN than COIN-O-MATIC

GOVERNMENT APPROVED COMPONENTS

- Early Warning Radar
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AUTOMATED SOAP and MOISTURE with the
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THE REVOLUTIONARY NEW

UNIBATCH SERVO SYSTEM COMPUTOR

is designed to accomplish:

- Maximum Loads Through Non-Classification.
- Greater Than Ever CLEANING ABILITY By The NEW FRICTION FACTOR WITHOUT GENERATING STATIC. Complete Static Discharge.
- New Fibre Porosity and Magnification for Soil Release.
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- Full Modernization of All Dry Cleaning Equipment, Without Major Investment.
- Automated Soap and Moisture Injection.

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JOBBER INQUIRIES INVITED

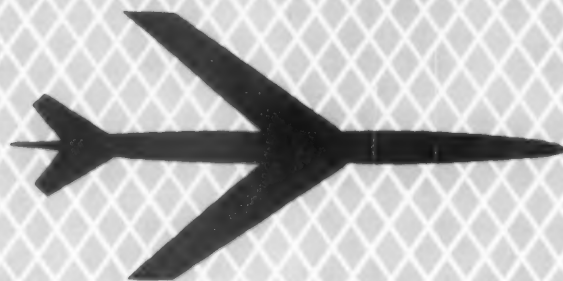
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**HERE'S WHY
the
CLESCO
AUTOMATIC
DRYCLEANER**

HOLDS ALL THE ACES!
(...and a better deal for you!)

SEE WHY
the
CLESCO
AUTOMATIC
DRYCLEANER
STOLE THE SHOW
at the
National Drycleaning Exhibit!



CONTACT YOUR DISTRIBUTOR

For further information . . . WRITE! WIRE! PHONE!

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249 W. Mitchell Ave., Cincinnati 32, O., Liberty 2-1155

A

COMPETITION



Although everyone agrees that coin-op drycleaning has a tremendous growth potential, you must remember to consider your machine's profits and performance not only one month or one year from now . . . but *ten years from now!* Don't make the mistake of rushing into promises of fast profits now that won't stand up under saturated competition later! Your customers will always demand the most poundage for their money . . . fast, commercial service . . . simplicity in operation . . . and effective cleaning ability — without constant breakdown!


CLESCO AUTOMATIC DRYCLEANERS

OFFER YOU

4 INDIVIDUAL CLEANERS
15-LB. CAPACITY EACH
TRUE QUALITY CLEANING



A CONSTRUCTION



Beware of so-called drycleaning designs that are nothing more than converted basic units of domestic vintage. Compare specifications, parts, servicing, depreciation, resale value! Feature for feature, you'll choose Clesco's truly professional unit, engineered for years of trouble-free performance. And created specifically for coin-operated drycleaning! Take a tip from operators of coin laundries who now appreciate the need for really commercial equipment—constructed to withstand years of public use and abuse!

CLESCO AUTOMATIC DRYCLEANERS

ARE

DESIGNED FOR THE INDUSTRY
BY PROFESSIONALS
IN THE INDUSTRY!



A



PERFORMANCE

Don't let high operating costs steal dollars out of your pocket! Every penny you profit from coin-operated drycleaning depends on how much or how little it costs to operate your equipment. The Clesco unit *eliminates* water, sewerage and special heating! Your only utility is electricity (maximum 60 amperage per unit of four). Quality filtering and high extraction speed (555 rpm) gives you unmatched reclaiming of valuable cleaning solvent. With Clesco you save even more in maintenance, parts, depreciation.

CLESCO AUTOMATIC DRYCLEANERS

PROMISE YOU
LESS THAN ONE CENT
PER POUND
OPERATING COST!



A

PRICE

Success is not automatic. The profits you receive from coin-operated dry-cleaning will be the profits you *earn*! Choose your equipment carefully. Don't be fooled by glossy exteriors, fancy names or meaningless reputations in other fields. You get what you pay for . . . and when you choose Clesco you are buying experience, leadership, design and progress from a company whose only business is to produce the finest coin-operated equipment for investors such as yourself. Before you invest . . . investigate!

CLESCO AUTOMATIC DRYCLEANERS

GUARANTEE YOU

**BEST VALUE IN
LOWEST COST,
HIGHEST PERFORMANCE!**



SPECIFICATIONS

Length—120 inches

Height—70 inches

Depth—37 inches

Weight—approximately 2100 lbs.

Capacity—60 lbs.; 15 lbs each
(Best performance capacity: 12 lbs.)

Cycle—45 minutes

Extraction—555 rpm

Wash Motor— $\frac{1}{3}$ hp

Extract Motor— $\frac{3}{4}$ hp

Cylinder—25" x 14" (stainless steel)

Filter—tubular, 1000 gph
110/220 volts; 60 cycle; single phase

Pump—Marlow

Sealed Refrigeration Unit

Muck Cooker

Reclaiming Chambers—all stainless steel

Storage Tank—92 gallon capacity

(Specifications subject to change without notice)



420-lb.
AUTOM.
DRYCLE



220-lb.
AUTOM.
DRYCLE

Continued from page 168

Dyers Elect: At the annual meeting of the Garment Dyers Guild of America, held early last month, Gabriel Illovsky of Tru-Color Dye Works, Long Island City, N. Y., was reelected president of the group. Also reelected were Vice-President Ernest Gecz of Paul Dyeing Company, Newark, N. J., and John Egli of General Dyeing Company, Indianapolis, Ind., treasurer. The new post of Western regional vice-president went to John F. Eurich of The Dye House, San Diego, Calif.

##

Vancouver Association Head: Carl Von Harten has been elected president of the Vancouver (B. C., Canada) Laundry, Dry Cleaners and Linen Supply Association. He succeeds Roy Stevens.

##



New Orleans Election: These are the new officers of the New Orleans Laundry and Cleaners Association. From left: (seated) Julian Mistretta, president; Fred Hom, vice-president. Standing: Donald Bagert, secretary; Donald Alessi, treasurer.

##

Grand Rapids Returns: Robert Beattie was recently elected president of the Grand Rapids (Mich.) Dry Cleaners Institute. He succeeds John Ibershof. Other officers are Norman Elenbaas, vice-president; Mrs. Ruth Brandel, secretary, and Gus Afendoulis, treasurer.

##

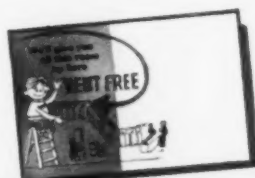
Oklahoma President: Paul Armstrong, Paul's Cleaners, Erick, was recently named president of the Western Oklahoma Association of Drycleaners. Mrs. Calvin Jones, Globe Cleaners, Sayre, was chosen secretary-treasurer. The 10-year-old association is composed of about 31 plants in Custer, Dewey, Washita, Beckham and Roger Mills Counties.

##



IS THERE A
PENTHOUSE
IN YOUR
FUTURE?

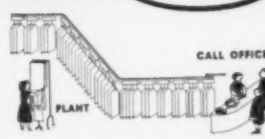
We predict that before too long you'll be seeing many of these futuristic "penthouse" plants (developed by White Machine Co.) going up throughout the country. Why? For one thing, they offer a tremendous increase in storage capacity . . . while freeing floor space for production. Your employees work underneath. And the cost is very nominal when you consider the simplicity of the construction necessary. The "penthouse" is a natural, too, for merchandising your service . . . for bringing new customers into your store. Picture the above plant, for example, illuminated at night — with your conveyor in operation! If there's a "penthouse" in your future we'd like to talk to you about it. If not, we'd like to show you some other picture-case-histories of what we've been doing to help cleaners throughout the country make greater profits.



**THIS NEW WHITE MAILER
SHOWS YOU HOW YOU CAN
GET MORE SPACE "RENT FREE"**

MAIL THE COUPON BELOW FOR DESCRIPTIVE
LITERATURE AND COMPLETE INFORMATION.
THERE'S NO OBLIGATION, OF COURSE.

Another Industry Service from **White**



WHITE MACHINE COMPANY, INC., 50 BORIGHT AVE., KENILWORTH, N. J.

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NAME

ADDRESS

☐ Please send representative

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Qualitex® ... a name you can depend on for quality



QUALITEX PAD and COVER

The exclusive Sun Glow cover material is specially fabricated to our exacting specifications for maximum strength and resiliency. Guaranteed to last longer. Superior Qualitex Pad and Cover costs no more . . . and is guaranteed for a minimum of four months' use.



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MANUFACTURERS OF

foam press pads
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plastic tumbler pads
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MR. Cleaner

THE NEW LOOK
NO DROOPY
SHOULDERS
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NO SAGGING
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Shoulder Saver®
HANGER COVER

*Trade Mark Reg., U. S. Pat No. 2873054

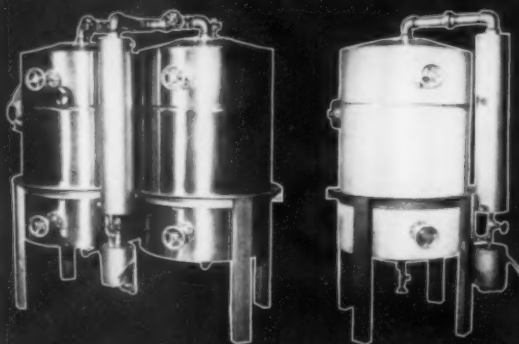
The No. 1 Accessory when used on Hanger Shoulder Saver insures against the break-down of Coat Shoulders. Keeps coat collar and shoulders in perfect shape. Sunback dresses and strap-type can't slip off when ends of Shoulder Saver are turned up. The Shoulder Saver enhances the appearance of your service on delivery.

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LITTLE SCOT VAPOR SAVERS



BREATHE EASY!
Clean Air, Clear Profit

Little Scot VAPOR SAVERS
DON'T PASS UP
A GUARANTEED
MONEY MAKER!

LITTLE SCOT INCORPORATED
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3 YEAR GUARANTEE

THE LITTLE SCOT VAPOR SAVER IS GUARANTEED FOR THREE YEARS AGAINST DEFECTS THAT MIGHT OCCUR DUE TO CORROSION; MOTORS ARE GUARANTEED FOR ONE YEAR.

LITTLE SCOT INCORPORATED

**Get more sales, profits
with the ADVERTISING PROGRAM
that built our business**

Use the advertising and sales promotion program developed by Tuchman Cleaners that brought our plant from \$3,000 weekly to \$950,000 annual gross sales.

- Complete weekly newspaper ad mat tailored to your plant, including your special services, your prices, your signature cut.
- An idea-a-month including in-store promotions, direct mail, routeman and counter girl contests, bag stuffers, and special display material designed for your stores.
- Radio and TV copy (at no extra charge) written especially for you.

Available on exclusive basis to one plant in each community . . . costs you no more than your present advertising!

WRITE, WIRE OR CALL COLLECT
FOR DETAILS TODAY



COOPERATIVE
ADVERTISING
PLAN

4401 N. Keystone Ave., Indianapolis 5, Indiana



**AVOID
CLAIMS**

IMPROVE
CUSTOMER
RELATIONSHIP

Use
**MOCO
DYE PADS**

For spot-dyeing chafed,
color-gone and discolored areas

\$21.50 per set
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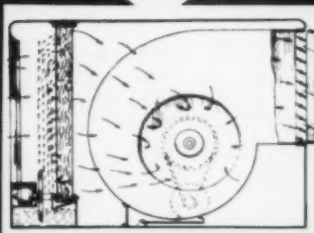
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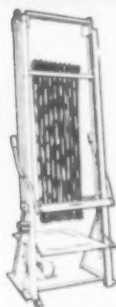
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(Jobber's inquiries invited)

VANBAR
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519 N. Monroe St. Decatur, Illinois

LEGAL DECISIONS

Continued from page 65

cases of this nature the honest judgment of the party rather than that of a jury is all that is required, and it was in order to make sure that this would be the measure of performance that the hotel owner inserted in the contract that he was to be the sole judge."

Valuables Left in Garments

When does concealment of valuables left in garments received for processing constitute larceny?

This question was passed upon by the Mississippi Supreme Court in the case of Calhoun v. State, 2 Southern Reporter 2d Series 802, where the court set aside a conviction of a pressing shop employee on a charge of theft of a diamond barpin which he found at the bottom of a clothes hamper while pressing clothes contained in the hamper.

The fact that he did not find the pin in one of the garments, which would have given a clue to its ownership, was a vital factor in his escape from a two-year term imposed by the

trial judge. Another factor was that he did not attempt to assume ownership of the pin until it seemed unlikely that the real owner would claim it or be identified.

The fact that he did not turn the pin over to his employer or notify him of the find was not regarded as vital, on a charge of larceny. However, because it was part of his duty to search garments for possible valuables and report finding of them, it is possible that the employee might have been properly convicted had the pin been found in a garment and not loose in the hamper and he had failed to turn the pin over to his employer.

The accused kept the pin for two or three weeks waiting for possible claim by the owner. He then attempted to pawn it. This led to his arrest and the owner's discovery that the pin was missing. She had sent no garment to the press shop and how the pin happened to get into the basket was wholly unexplained.

Because it appeared that the accused did not intend to steal the pin if the owner should claim it, the Supreme Court said the case was governed by the general rule of law that one is not guilty of larceny if he takes possession of lost or mislaid property without intent to misappropriate it, although he does later dispose of it. The court also, in effect, decided that if a cleaner or presser of garments comes into possession of a valuable article left in a garment, the mere fact that he knows who is the owner, or can ascertain who the owner is, does not make him guilty of larceny unless he forms an intention to steal when the article is found. Intention later formed to do so is not enough.

As to the case before it, the court said that had the accused placed the diamond pin in a drawer in the employer's office, as he should have done, the pin would have been in the employer's custody and a subsequent disposal of it by the accused, without the employer's consent, would have constituted larceny.

In "Legal Decisions for the Dry-cleaner," by A. L. H. Street, problems discussed are classified by subject for convenient reference.

"Legal Decisions for the Dry-cleaner" is available at \$2.00 per copy from:

THE NATIONAL CLEANER
466 Lexington Ave.
New York 17, N. Y.

THE ANALYST ANSWERS

Pilled Yarns

What has caused the apparent lint on this coat?—*T. C. C., Pennsylvania*

What appears to be a general lint condition on this garment is not actually lint at all. The fabric contains white yarns that appear to be Orlon, which have been blended into the black fabric. These white yarns have pilled and come to the surface of the fabric, which results in an appearance similar to lint.

This garment has evidently been run under high humidity conditions in the drycleaning washer and has probably been exposed to an excessive amount of mechanical action in the washer to have caused this condition. Unfortunately, it doesn't seem possible to correct the problem either by the use of a pill block for the removal of linting or by any other means.

Fused Dacron

What has caused the discoloration on this pair of gray trousers? We tried both drycleaning and wetcleaning to remove them but neither one worked.

—*T. Q. C., Florida*

Ultraviolet light examination and chemical tests lead us to believe the discoloration has been caused by a slight fusing of the Dacron fiber.

The ultraviolet light examination disclosed a pattern of damaged and unaffected areas. Any number of possibilities could have caused this. One possibility would be that the trouser leg had come into contact with high heat, as from a radiator, without actually touching the source of the heat. It would seem that this is accidental damage which could have been present before drycleaning and which was never noticed due to soil present. It is impossible to determine exactly where or how such damage occurred.

Scorched Trousers

What has caused the damage near the cuff of these trousers?—*R. C., Arkansas*

This damage has been caused by scorch. There is no indication of any chemical damage.

It is impossible for us to determine exactly where or how damage of this kind takes place. It appears that it was

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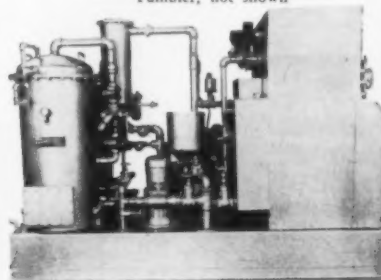
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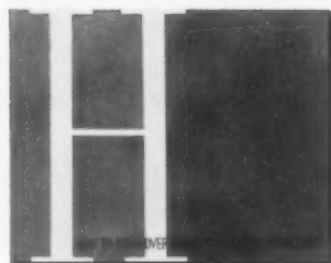


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accidental, since there does not seem to be any definite pattern to the damage. It is quite impossible to do this kind of damage to a wool garment such as this by pressing it with a steam press such as is used in drycleaning plants.

Eyelet Discoloration

It appears that the color has run along the border of the collar of this blouse. Would you please tell us the cause?

—P.M.D., Puerto Rico

Some years ago this problem was fairly common in the United States but I have not received one from a cleaner in this country in a long time. Evidently, some manufacturer in Puerto Rico is using this method in garment manufacture as they did in this country to offset labor cost.

The problem is not one of color bleeding. The difficulty lies in the fact that the manufacturer has used a glue or adhesive to hold down the raw edges of the material rather than have these edges stitched. You usually find it along the edges of a garment and it also was commonly found around eyelets and scalloped edges. In fact, the problem was referred to in the States as "eyelet discoloration."

Wetcleaning the garment and treat-

ing these areas with a wet-and-dry-type paint remover along with some amyl acetate will probably clear this adhesive and the embedded soil will then be removed also. The discoloration is actually caused by soil that has adhered to this glue when it softens in the presence of the drycleaning solvent. Of course, when you remove the glue, the raw edges of the fabric will tend to unravel unless they are stitched as they should have been in the first place.

Drape Stains

Could you please tell us what has caused the dark stains on the bottom of these drapes?—H.D.W., New Jersey

Examination of the drapes under ultraviolet light shows that the stains have been caused by some kind of carbon soil. This type of stain is very difficult to remove. The procedure is to soak out the stains through lubrication.

This is done by placing the article in a bath of either water or solvent, depending upon which side you have chosen to work, to which is added a lubricating agent. In water a wetting agent is added to the bath. This gives both penetration and lubrication. In solvent a detergent is used in a fairly strong concentration (about 10 percent) and sometimes a small amount of water is also added to raise the humidity factor. After prolonged soaking of from several hours to overnight, the article is rinsed either on the wet side or in the drycleaning washer. In some instances, it is necessary to soak the item out on both wet and dry sides, but dry side is attempted first.

It appears that these stains have contacted the fabric in a wet solution. Since they seem to be present primarily along the bottom of the drape there is a possibility that the drape may have become wet while hanging and that carbon or soot from the window or screens may have been the source.

Abrasion Damage

Our customer claims that the holes and stains on these trouser legs were caused in cleaning.—C. C., Alaska

We have made tests on the damaged areas of this garment and we have also examined the trousers under ultraviolet light. We can find no indication that these holes have been caused by any chemical action, but rather by snagging or similar type of abrasion. This is also confirmed by the fact that in the affected areas there has been a crocking off of the dyestuff.

The fact that the holes seem to be

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confined to the legs and lower parts of the garment and are not in the top section might indicate that some activity of the customer has caused this abrasion. Any snagging that might occur in the washing or cleaning process could not be confined to one section.

Browned Oil Stains

What has caused the prominent brown stains on the skirt of this dress?

—A. C., Delaware

Under ultraviolet light it appears that these discolorations are a dyestuff remaining from an oil, very likely a vegetable oil, that was splattered on the dress at some time. Although the oil content may have been removed during drycleaning, the coloring matter remained in the fabric.

We have found that these stains can be removed by use of ammonia and a neutral lubricant. By folding the outer fabric of the dress away from the slip, it is possible to spot the stains without contact with the under-slip. Since this slip contains a considerable amount of sizing, it would be advisable to keep any moisture away from it if possible.

Bleeding Jackets

We are sending you one of 15 basketball jackets we received for cleaning. Can you tell us why the blue neck and cuff bands bled when cleaned?—R. C., Wisconsin

The blue dyestuff in the neck and cuff bands of this garment certainly is not very fast since we found that it bleeds in plain water.

The bleeding that occurred in drycleaning may have been merely due to the detergency of your system. It could also be related to a fairly high humidity condition that might have been present in your solvent system. In any event you surely had the right to assume that the dyestuff in a garment of this kind would at least be fast to such processing. Any garment containing dyes so fugitive that they bleed in plain water can hardly be considered very serviceable.

In an effort to clean the blue dye that has bled into these jackets, I would suggest redrycleaning them in a charged solvent, intentionally increasing the humidity factor of the solvent to a rather high percentage (approximately 80 percent if you have a R. H. gauge). It may be possible by washing them in this manner to clean some of this fugitive dye out of the garment. If it can't be done in this manner on the dry side, it seems rather impossible since any use of moisture will surely cause a very great amount of bleeding

of the blue dye. As a do or die measure, you might have to resort to a bleach bath.

Redeposition at Fault

What has caused the grayish color in this dress?—P. M. D. C., Puerto Rico

This garment has evidently been affected by a severe case of redeposition of soil. This problem is a very difficult one and yet it is one that must be attributed to a failing in our cleaning process.

There are various causes for redeposition but probably the most likely source is improper classification of garments before drycleaning. Other reasons are poor filtration, too high humidity conditions in the solvent

system, and a highly contaminated solvent condition.

In an effort to restore this garment, I would suggest that you first soak the dress in a bath of solvent to which has been added a detergent to about 10-12 percent concentration. Continue this soaking for several hours working the garment with the hands every half hour or so. Then reclean the dress.

If this treatment does not clean the garment sufficiently, it will be necessary to soak it out on the wet side with a synthetic detergent. It sometimes helps to add some ammonia to this bath as well. After several hours of soaking, brush out the garment, rinse and blow dry. Of course the dress should be measured before any wet processing.



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NEW PRODUCTS—continued from page 8

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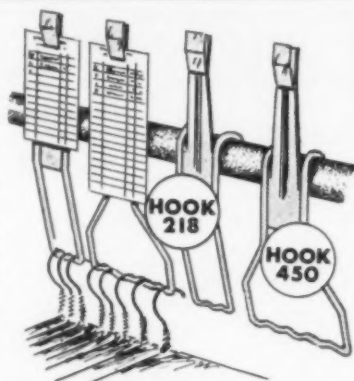
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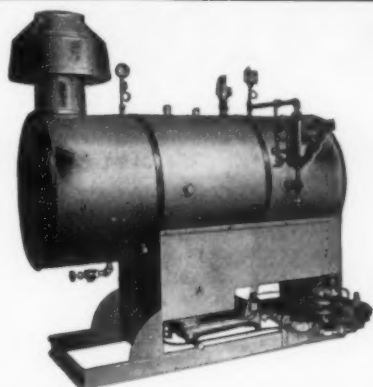
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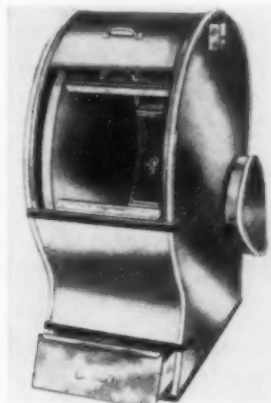
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suggested ad copy will be sent on request to Fultz Advertising Specialties, 1029 Boyd, Traverse City 1, Mich.



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This new compact fur cleaning drum features space saving, economy of operation, transmission with a heavy duty roller chain, steel sprockets and V-belt with guarded adjustments for stretch. The unit requires no extra installation.

For more information: B. Mackler & Sons, 155 W. 27th St., New York, N. Y.

New Cleaning Process

The new French Silvification process of cleaning utilizes Silvico silicone compounds of Canadian General Electric to render clothing water repellent. The company is stressing that the garments are water-repellent, not waterproof, therefore retaining "breathing" qualities.

YOUR REQUEST

for further information will get quickest and most complete attention as a worthwhile inquiry when it's written on your letterhead. Be sure to mention THE NATIONAL CLEANER.

The new process includes an unusual drycleaning machine that eliminates mechanical action by spraying the garments with atomized perchlorethylene under high pressure. A patented evaporator that is said to distill the perc as needed replaces the usual type of still. Since clothes treated with the Silvification process shed water, according to the manufacturer, no baths or charge system is required.



For additional information: Silvimatec Commonwealth Corporation, P. O. Box 174, Montreal 9, Que., Canada.



Electric Adder

Shown above is one of seven electric models in a new economy line of adding machines. Figuring capacity ranges from seven listing and eight total to 10 listing and 11 total. Several models feature minus balance.

For additional information: Equipment & Systems Division, Burroughs Corporation, 6071 Second Ave., Detroit 32, Mich.

Ze-DRAPE FOLDER

Increase

YOUR HOUSEHOLD SALES

Ze-Drape Folder, the professional folder, will enable you to do big drape cleaning orders . . . with one operator, using 3 x 3 feet space, 10 feet high. Finished with decorator folds.

New electronically operated folder available.

Ze products

Zimmerman Co., Cincinnati 19, Ohio



Send for FREE Illustrated Literature

COMPLETE SERVICES
FOR ALL DRYCLEANERS

AMERICA'S MOST PROGRESSIVE DYERS

We also do

Glove Cleaning

Suede and Leather Garment Cleaning

Reweaving

FASTEST MAIL ORDER SERVICE in the U.S.A.

**LAWRENCE JACOBSON
DYE WORKS, INC.**

Summerdale and Comly Streets, Philadelphia 49, Pa.

"Particular Dyeing For Particular People"



DIRECTORY SECTIONS

The Guidebook of the Drycleaning Industry

▲ CLASSIFIED DIRECTORY . . . PAGE 191

In this section supplies and equipment used by the drycleaning industry, with their manufacturers, are listed alphabetically for easy reference. Products are listed by noun—for example, "Soaps, Wetcleaning," rather than "Wetcleaning Soaps"—except where the two words are joined together by common usage, as in "Sleeve Shapers," rather than "Shapers, Sleeve." The directory is also thoroughly cross-referenced for greater convenience. Display advertisers are listed in bold face type. For page numbers of display advertisements see the Advertisers' Index on page 344.

▲ TRADE NAMES PAGE 259

An alphabetical list of trade names of supplies and equipment used in the drycleaning industry, with a description of each product and its manufacturer.

▲ MANUFACTURERS PAGE 290

An alphabetical list of all equipment and supply manufacturers with their addresses. When you have found the name of the firm which manufactures the product in which you are interested under the "Classified Directory" or "Trade Names" section, consult this list for its address.

▲ LOCAL BUYERS GUIDE PAGE 300

This geographical classification of sources of supply provides complete buying information for the drycleaning industry. Here the cleaner will find the jobbers' or manufacturers' branches serving his own community. Firm names followed by (E) are jobbers for equipment, firm names followed by (S) are jobbers for supplies, and firm names followed by (E & S) are jobbers for both equipment and supplies. Bold face type indicates display advertisers. For page numbers of advertisements giving complete product descriptions see Advertisers' Index on page 344.

Every effort is made to insure the completeness and accuracy of the following directory sections. However, this information is published as a service, and no guarantee against errors or omissions is expressed or inferred. Additions or corrections are invited at any time. Please address the publisher.

CLASSIFIED DIRECTORY

manufacturers of equipment and supplies
used in the drycleaning industry.

ABSORBERS, ODOR

Abco-Clean Chemical Co.
Coastal Chemical Corp.
Davies-Young Soap Co.
Eaton Chemical & Dyestuff Co.
Johns-Manville, Celite Div.
Keystone Chemical Co.
Signal Chemical Mfg. Co., Inc.
Tower Chemical Sales

ABSORBERS, VIBRATION

Ace Lite Step Co.
Aetna Felt Co., Inc.
American Felt Co.
Anaconda Metal Hose Div., Anaconda American
Brass Co.
Eclipse-Pioneer Div., Bendix Aviation Corp.
Flexonics Corp.
Johns-Manville, Celite Div.
Korfund Co., Inc.
Packless Metal Hose, Inc.
U. S. Rubber Co., Textile Div.

ACCOUNTING MACHINES AND SYSTEMS

Burroughs Adding Machine Co.
National Cash Register Co.
Recordak Corp.
Remington Rand Inc.
Underwood Corp.

LEGAL DECISIONS FOR THE DRYCLEANER

damage responsibility, fire and
theft rulings, storage claims, union
cases and compensation claims are
just a few of the many areas covered
in this big, 88-page manual.

PRICE: \$2.00 — WRITE:
THE NATIONAL CLEANER

466 Lexington Ave., New York 17, N. Y.

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See: Aluminum Acetate

ACETIC ACID

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General Chemical Div., Allied Chemical Corp.
Hachik Bleach Co.
Mallinckrodt Chemical Works
Thompson Hayward Chemical Co.
Union Carbide Chemicals Co., Div. Union Carbide
Corp.

ACETONE

Mallinckrodt Chemical Works
Union Carbide Chemicals Co., Div. Union Carbide
Corp.
U. S. Industrial Chemicals Co., Div. National
Distillers & Chemical Corp.

ACID-RESISTING BUCKETS

See: Buckets and Pails, Acid-Resisting

ACID-RESISTING HARD RUBBER FITTINGS

See: Fittings, Acid-Resisting, Hard Rubber

ACID-RESISTING PAINT

See: Paint

ACID-RESISTING TANKS

See: Tanks, Acid-Resisting

ACIDS

See: Acetic Acid, Oxalic Acid

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REG. U. S. PAT. OFF.

PREMIUM DARCO

The industry's premium
quality activated carbon

will keep your solvent pure and free of color,
grease, fatty acids and other impurities.
Makes drycleaning easier than ever before.

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Wilmington 99, Delaware

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General Clarifier Corp.
Infileo Inc.
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Permutit Co.
Stover Water Softener Co.
Salomon, L. A., & Bro., Inc.
Union Carbide Chemicals Co., Div. Union Carbide
Corp.
Vic Mfg. Co.

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Burroughs Adding Machine Co.
Monroe Calculating Machine Co., Inc.
National Cash Register Co.
Remington Rand Inc.
Victor Adding Machine Co.

ADDRESSING EQUIPMENT

Addreograph-Multigraph Corp.
Elliott Addressing Machine Co.

ADSORBENTS, LIQUID SOLVENT

See: Activated Carbon, Filter Powder

ADSORBERS, SOLVENT VAPOR

See: Solvent-Vapor Adsorbers

ADVERTISING POSTERS

See: Posters

HOW TO BUILD A GREATER DEMAND FOR YOUR PROFESSIONAL LAUNDRY SERVICES

stimulating route sales and counter
sales, improving present service
and public relations—specifics on
bigger business, more profit.

PRICE: \$1.00 — WRITE:

The Laundry Journal

466 Lexington Ave., New York 17, N. Y.

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Beinap & Thompson, Inc.
Brown & Bigelow, Div. Standard Packaging Corp.
Capital Poster Service
Cappel, MacDonald & Co.
Caruso, Malis & Worn
Connolly, J. J., Inc.
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SAVERS**
HELP
CUSTOMERS
**SAVE
FOR
YOU**



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FULTZ ADVERTISING SPECIALTIES
TRAVERSE CITY, MICHIGAN

(Continued on next page)

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their
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Advertising and Sales Promotion Materials
(Continued)

Heritage Mfg. Co.
Korff Advertising
Kwik Kover Mfg. Co.
Larick Mfg. Co.
Lasca, Inc.
Lilly, David
Martin, Reba, Inc.
Meyercoed Co.
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ORCHIDS FOR HER
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MINIMUM ORDER 100
ORCHAWAII
HQ: 305 7th Ave., N.Y. 1, N.Y. - OR 3-8500
WR: 30 W. Wash., Chi. 2, Ill. - AN 3-6622

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that talks sense about all phases
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sales promotion.

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Johnson Corp.
Murray, D. J., Mfg. Co.
Patterson-Kelley Co., Inc.
Per Corp.
Rosa Heat Exchanger Div.
Young Radiator Co.

AIR CLEANERS

Draco Industrial Corp.
Essick Mfg. Co.
Manitowac Engineering Corp.
Mine Safety Appliances Co.
Wright-Austin Co.

AIR COMPRESSORS

See: Compressors, Air

AIR CONDITIONERS, EVAPORATIVE

Air Cooling Engineering Co.
Alton Mfg. Co.
American Blower Corp., Div. American-Standard
Carrier Corp.
Dunham-Bush, Inc.
Essick Mfg. Co.
Eure & Co.
Excelsior Machinery Co.
National Engineering & Mfg. Co.
Vic Mfg. Co.
Worthington Corp.

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Brunner Div., Dunham-Bush, Inc.
Bryant Heater Div., Affiliated Gas Equipment,
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Carrier Corp.
Chrysler Corp., Airtemp Div.
Clavage Fan Co.
Curtis Mfg. Co.
Dunham-Bush, Inc.
Frigidaire Div., General Motors Corp.
General Electric Co.
Kelvinator Div., Nash-Kelvinator Corp.
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Utility Appliance Corp.
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the ABC's of plant designing—
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Gorton Heating Corp.
Strong, Carlisle & Hammond Div.
Wright-Austin Co.

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Air Cooling Engineering Co.
Draco Industrial Corp.
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Lo Roi Co., Subsidiary Westinghouse Air Brake
Co.
Master Products Co.
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Perfecting Service Co.
Strong, Carlisle & Hammond Div.
Taco Heaters, Inc.
Watts Regulator Co.

AIR HEATERS

See: Heaters, Air

AIR METERS

See: Meters, Air

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Dunham-Bush, Inc.
Essick Mfg. Co.
Johnson Corp.
Keckley, O. C., Co.
Strong, Carlisle & Hammond Div.
Watts Regulator Co.
Wright-Austin Co.

AIR TANKS

See: Tanks, Air

AIR TRAPS

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Economy Corp.
Armstrong Machine Works
DeVilbiss (Canada) Ltd.
Essick Mfg. Co.
Keckley, O. C., Co.
Perfecting Service Co.
Sarco Co., Inc.
Squires, C. E., Co.
Sterling Engineering & Mfg. Corp.
Strong, Carlisle & Hammond Div.
Wright-Austin Co.

AIR VACUUM SYSTEMS, PRESSES

See: Vacuum Systems, Presses

ALARMS, HIGH- AND LOW-WATER

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Campbell, J. A., Co.
Cisnell, W. M., Mfg. Co., Inc.
Combustion Control Corp.
East-Kleen Products
Cutler-Hammer, Inc.

Johnson Corp.
McDonnell & Miller, Inc.
Minneapolis-Honeywell Regulator Co.
Northern Equipment Div., Continental Foundry
& Machine Co.
Schaub, Fred H., Engineering Co.
Sterling, Inc.
Watts Regulator Co.
Wright-Austin Co.

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Cisnell, W. M., Mfg. Co., Inc.
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Leslie Co.
Minneapolis-Honeywell Regulator Co.
Norman Control Co., Inc.
Photoswitch, Inc.
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U. S. Gauge Div., American Machine & Metals,
Inc.
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ALCOHOL

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U. S. Industrial Chemicals Co., Div. National
Distillers & Chemical Corp.

ALKALI COMPOUNDS, SPECIAL

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Carlton Chemical Co., Inc.
Chloral Chemical Corp.
Coastal Chemical Corp.
Columbia-Southern Chemical Corp.
Cowies Chemical Co.
Diamond Alkali Co.
Diamond Chemical Co.
Dow Chemical Co., The
Drew, E. F., & Co., Inc.
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Keefer Starch Co., Keefer Beach Div.
Kenco Chemical Co., Inc.
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Kohstamm, H., & Co., Inc.
Lewis National Corp.
M & M Chemical Corp.
Minnesota Chemical Co.
North Coast Chemical & Soap Works
Olin Mathieson Chemical Corp., Industrial Chem-
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Patek & Co.
Pennsalt Chemicals Corp.
Port Huron Detergent Co., Inc.
Riverside Chemical Co., Inc.
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Stadham Co., Inc.
Stauffer Chemical Co.
Stearns, George, Chemical & Mfg. Co.
Sterling Supply Corp.
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Tower Chemical Sales
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Van Chemical Co.
Warco Laboratories, Inc.
Washine Chemical Corp.
Wyandotte Chemicals Corp., J. B. Ford Div.

ALKALI-RESISTING PAINT

See: Paint

ALUMINUM ACETATE

Mallinckrodt Chemical Works
Union Carbide Chemicals Co., Div. Union Carbide
Corp.

ALUMINUM PAINT

See: Paint

ALUMINUM PIN CARRIERS

See: Pin Carriers

AMMONIA

Armour & Co., Industrial Soap Div.
Chloral Chemical Corp.
Columbia-Southern Chemical Corp.
Dow Chemical Co., The
DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical Corp.
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Hood Chemical Co., Inc.
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Reisels, Inc., Div. Linco Products Corp.
Thoro Products Co.
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See: Sour

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 Corp.
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 ratories, Inc.
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 Hettrick Mfg. Co.
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 Canvas Specialty Co.
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 Colorado Tent & Awning Co.
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 Galesburg Canvas Products
 General Scientific & Instrument Co.
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 Victor Balata & Textile Belting Co.
 Whitman Supply Co., Inc.
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 Charleston Rubber Co.
 Daniels, C. R., Inc.
 Gates Rubber Co.
 Goodrich, B. F. Co.
 Industrial Products Co.
 Jonae, Inc.
 Lally, R. Co.
 Mine Safety Appliances Co.
 Newhouse Specialty Co., Inc.
 Schwartz, B. W. Co.
 Thermold Products Co., Inc.
 Toptex Corp.
 U. S. Rubber Co., Textile Div.

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 American Associated Cos.
 American Felt Co.
 Arrow Mfg. Co.
 Behrstock, L. Co.
 Bonn, F. H. Co.
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 Firefly Asbestos Products Co.
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Revolite Div., Raybestos-Manhattan, Inc.
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 Time Savers, Inc.
 West Side Corp.
 White Machine Co., Inc.

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See: *Controls and Regulators (specific headings),*
 also see: *Timers, Washer*

AUTOMATIC COUNTERSSee: *Counters, Automatic***AUTOMATIC SCALES**See: *Scales***AUTOMATIC TIMERS**See: *Washer Timers and Controls***AUTOMATIC VALVES**See: *Valves, Automatic***AUTOMATIC WASHERS**See: *Washers, Automatic***AUTOMOBILE GOVERNORS**See: *Governors, Automobile***BOLD TYPE LISTINGS**

*Indicates display advertisers. For more information about their
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Conrad Embroidery Co.
Keyes-Davis Co.
 Parusian Novelty Co.
 Some's Terminal Uniforms
 Stafford Mfg. Co., Inc.

BAG AND NET HOLDERS

See: Holders, Bag and Net

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 Kordite Co.
 Medalie Mfg. Co.
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Time Savers, Inc.
 Vars, A. G., & Son, Inc.
Vic Mfg. Co.
 Webster Industries, Inc.
 West Side Corp.
White Machine Co., Inc.

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 Medalie Mfg. Co.
 Mehl Mfg. Co.
Mercury Cleaning Systems, Inc.
 Pak-All Corp.
 Poly-Mat Mfg. Co.
 Queen Transparent Specialties
 Rassenfoss Bag Co., Inc.
 Sanitex Sales Corp., Div. Clapay Corp.
 Technical Tape Corp.
 Vars, A. G., & Son, Inc.
 Webster Industries, Inc.

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 Canvas Specialty Co.
 Carson Textile Co.
 Chicago Laundry & Cleaners Supply Co.
Cissell, W. M., Mfg. Co., Inc.
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 Daniels, C. R., Inc.
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 Lewis National Corp.
 Manitowoc Textiles, Inc.
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 Patek & Co.
 Phoenix Products Co.
 Piolet Button & Novelty Corp.
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 Robins, G. S., & Co.
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 State Sanitary Supply Co.
 Steele Canvas Basket Co., Inc.
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 Carson Textile Co., Inc.
 Chicago Laundry & Cleaners Supply Co.
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 Dura-Lee Corp.
 Equitable Paper Bag Co., Inc.
 Gibraltar Fabrics, Inc.
 Gustin-Kramer Co.
 International Paper Co., Southern Kraft Div.
 Kordite Co.
 Laundry Textile Co.
 Lewis National Corp.
 Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
 Pak-Rite Flexible Packaging Co.
 Pittsburgh Waterproof Co.
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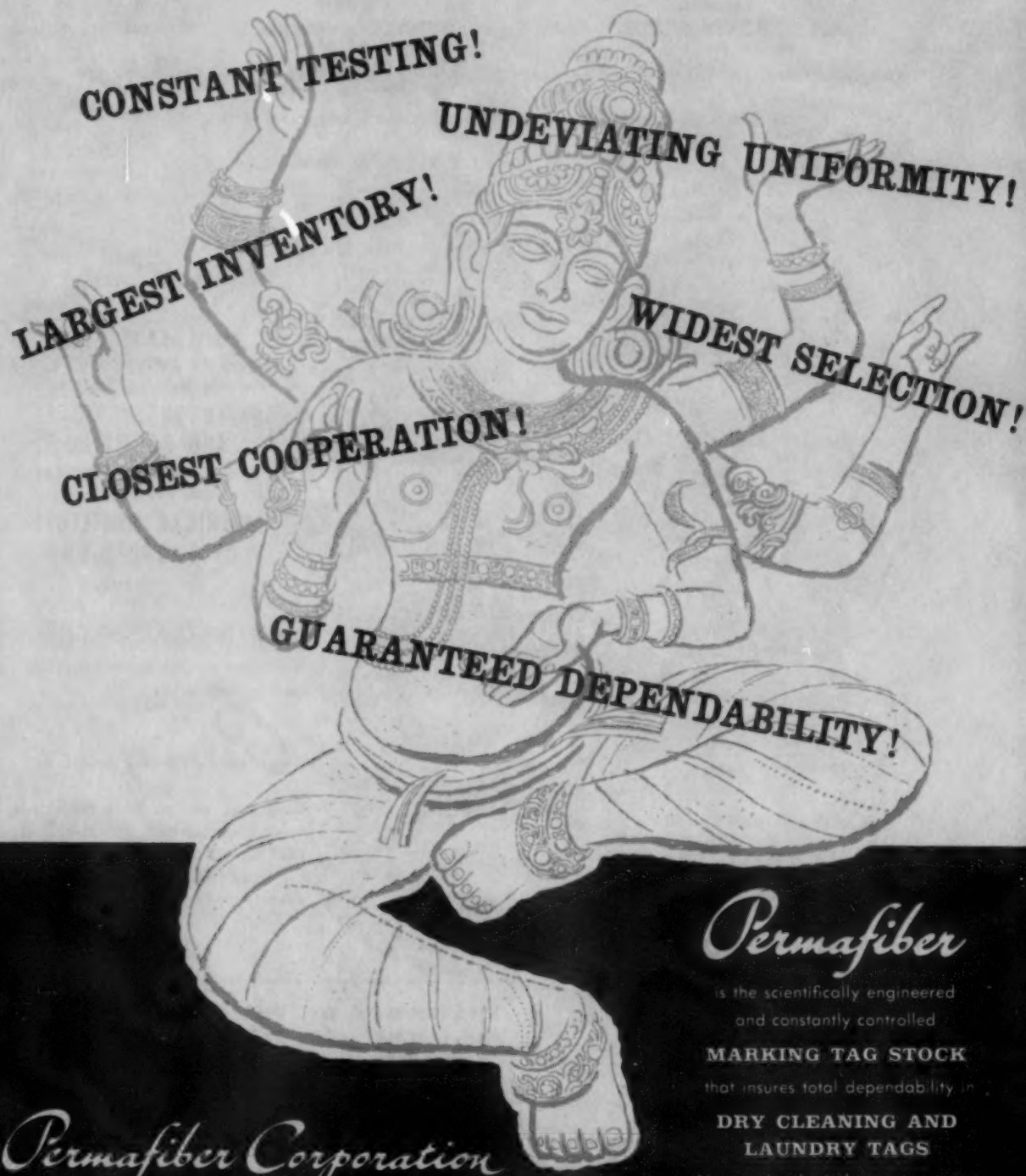
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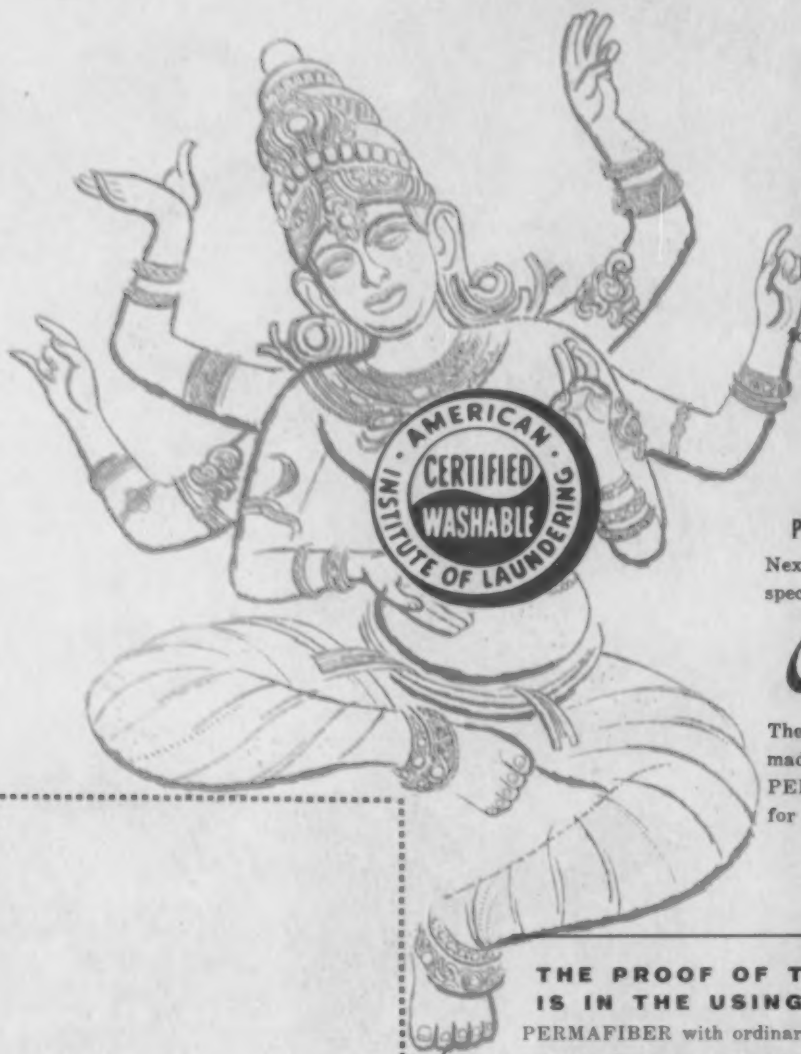
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See: Press-Head Cleaners

CLIPPER-LACED APRONS

See: Aprons, Clipper-Laced

CLIPS, HANGER

See: Hanger Clips

CLOCKS, TIME

See: Controls and Regulators, Time

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CLOTH, CARDING

See: Carding Cloth

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See: Cutters, Cloth

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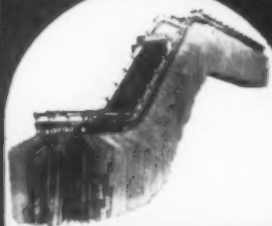
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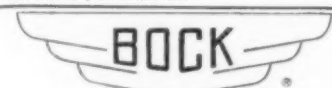
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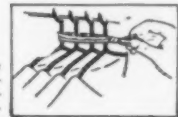


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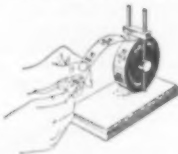
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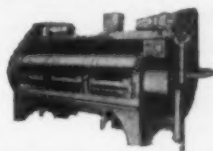
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Excelior Machinery Co.
Graver Tank & Mfg. Co.
Hellige, Inc.
Hungerford & Terry, Inc.
Inflico, Inc.
Kisco Boiler & Engineering Co.
Layne & Blower, Inc.
Lynn Engineering & Mfg. Co.
Monarch Engineering Co.
Oshkosh Filter & Softener Co.
Permutit Co.
Proportioners, Inc.
Ronningen-Petter Co.
Softener Corp. of America

Stomac Engineering Co., Inc.
Uniflow Mfg. Co.
Water Refining Co., Inc.
Zero Water Softener Mfg. Co.

WAX AND WAX PRODUCTS

American Associated Cos.
American Mineral Spirits Co.
Armour & Co., Industrial Soap Div.
Aurora Mfg. Corp.
Boston Clip & Tag Co.
Concord Chemical Co., Inc.

For Smooth
Wrinkle-Free
Ironing

POWDERED KARAGAMI
CAKE KARAGAMI
JAPAN WAX
CONCORD CHEMICAL
CO., INC.
Camden, N. J.
WOodlawn 6-1526

Davis-Young Soap Co.
DuPont de Nemours, E. I., & Co., Inc.
Hope Chemical Corp.
Horn, A. C., Co., Inc.
Huntington Laboratories, Inc.
Innis, Speiden & Co.
Johnson Chemical Industries, Inc.
Keystone Chemical Co.
Kohnstamm, H., & Co., Inc.
Lewis National Corp.
Midland Paint & Varnish Co.
Multi-Clean Products, Inc.
Nanco Chemical Corp.
Pittsburgh Waterproof Co.
Purac Corp., Ltd., Industrial Div.
Shell Oil Co.
Solarine Co., The
Speare Co.
Stadham Co., Inc.
Strohmeier & Arpe Co.
Thompson Hayward Chemical Co.
Tingus, Brown & Co.
Tower Chemical Sales
Zooz, Victor, Chemical Co.

WAX EMULSIONS

See: Emulsions, Wax

WAX, JAPAN

Aurora Mfg. Corp.
Concord Chemical Co., Inc.
Innis, Speiden & Co.
Lally, R., Co.
Strohmeier & Arpe Co.

WEARING APPAREL PRESSES

See: Presses, Wearing Apparel

WEAVING

See: Reweaving

WETCLEANING BRUSHES

See: Brushes

WETCLEANING DETERGENTS SPECIAL

See: Detergents, Special Wetcleaning

WETCLEANING SOAPS

See: Soaps, Wetcleaning

WETCLEANING TABLES

Bishop Freeman Co.
Columbia Appliances Corp.
Easi-Kleen Products
R & W Specialty Mfg. Corp.
Virginia Greenstone Co., Inc.
White Machine Co., Inc.

WETCLEANING WASHERS

See: Washers, Laundry

WETTING AGENTS

Abco-Clean Chemical Co.
American Alcolac Corp.
American Aniline Products, Inc.
Apex Chemical Co., Inc.
Armour & Co., Industrial Soap Div.
Atlas Powder Co.
Aurora Mfg. Corp.
Benda Products, Inc.
Better Packages, Inc.
Caled Products Co., Inc.
Calusa Chemical Co.
Chloral Chemical Corp.
Coastal Chemical Corp.
Colgate-Palmolive Co.
Concord Chemical Co., Inc.
Cravenette Co., U. S. A.
Davies-Young Soap Co.
Diamond Alkali Co.
Diamond Chemical Co.
Dizo Co., Inc.
Drew, E. F., & Co., Inc.
DuPont de Nemours, E. I., & Co., Inc.
General Dyestuff Corp.
General Aniline & Film Corp., Special Products
Hercules Powder Co., Huron Milling Div.
Hope Chemical Corp.
Keefer Starch Co., Keefer Beach Div.
Keystone Aniline & Chemical Co.
Kohnstamm, H., & Co., Inc.
Lustrol Drycleaning Products Co.
Mardene Chemical Corp.
Merchandise Chemical Co., Inc.
Merson Products Co., Inc.
National Aniline Div., Allied Chemical Corp.
Nu-Pro Mfg. Co.
Oakite Products, Inc.
Patek & Co.
Procter & Gamble Distributing Co.
Robins, G. S. Co.
Sandoz Chemical Works, Inc.
Signal Chemical Mfg. Co., Inc.
Speedlite Chemicals Co.
Stamford Chemical Co.
Sterling Supply Corp.
Street, E. H., & Co., Inc.
Swift & Co., General Soap Dept.
Talb Industries, Inc.
Tower Chemical Sales
Union Carbide Chemicals Co.
Universal Solvent Co.
Van Chemical Co.
Victor Chemical Works
Warco Laboratories, Inc.
Wolke, A. F., Co.
Wye Industries
Zel-Tex Co., Inc.

WETWASH BAGS

See: Bags, Wetwash

WETWASH PAPER

See: Paper, Wetwash

WHEAT STARCH

See: Starch, Wheat

WHEELS AND CASTERS, TRUCK ETC.

Aerol Co., Inc.
Bernard-Franklin Co., Inc.
Bond Foundry & Machine Co.
Clinton Products Co.
Colson Corp.
Darnell Corp., Ltd.
Deal Products, Inc.
Fairbanks Co.
Hamilton Caster & Mfg. Co.
Lane, W. T., & Bros., Inc.
Leebaw Mfg. Co.
Menasha Wood Split Pulley Co.
Newhouse Specialty Co., Inc.
Payson Mfg. Co.
Time Savers, Inc.
U. S. Rubber Co.

WHITENERS, FLUORESCENT

Calgon Co., Div., Hagan Chemicals & Controls, Inc.
Carlton Chemical Co.
DuPont de Nemours, E. I., & Co., Inc.

(Continued on next page)

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Indicates display advertisers. For more information about their products, see the index of advertisers for page numbers.

CLASSIFIED DIRECTORY

Whiteners, Fluorescent (Continued)

Hope Chemical Corp.
Johnson Chemical Industries, Inc.
Kohnstamm, H., & Co., Inc.
North American Dye Corp.
Rensselaer Chemicals Corp.
Tower Chemical Sales
Ultra White Co., Inc.
Wye Industries

WINDOWS, DRIVE-IN

See: Drive-In Windows

WINDOW SIGNS AND VALANCES

See: Advertising and Sales Promotion Materials

WINDWHIP DRIERS

See: Driers, Windwhip

WIPING CLOTHS

Acme Nylon Products
American Felt Co.
Callaway Mills, Inc.
Chemstrand Corp.
Talb Industries, Inc.
Textile Products

WIRE AND CABLE, INSULATED

Chace Valve Div., American Laundry Machinery Co.
General Electric Co.
U. S. Rubber Co.

WIRE BASKETS

See: Baskets, Wire

WIRE HANGERS

See: Hangers, Garment

WIRE STAPLES

See: Staples, Wire

WOOD BASKETS

See: Baskets, Wood

WOOD BOXES

See: Boxes, Wood

WOOD CYLINDERS

See: Washer Cylinders, Wood

WOOD FOLDING BOXES

See: Boxes, Wood

WOOD HAMPERS

See: Hampers

WOOD HAND TRUCKS

See: Trucks, Industrial

WOOD HANGERS

See: Hangers, Garment

WOOD PAINT

See: Paint

WOOD RACKS

See: Racks (under specific headings)

WOOD TABLES

See: Tables, Wood

WOOD TANKS

See: Tanks, Wood

WOOD TRUCKS

See: Trucks, Industrial

WOOD TUBS

See: Tubs, Wood

WOOD VATS

See: Vats, Wood

WOOD WASHERS

See: Washers, Drycleaning, Wood, or Washers, Laundry, Wood

WOOL AND WORSTED UNIFORMS

See: Uniforms, Cotton, Woolen, Worsted, etc.

WOOLEN AND CURTAIN DRIERS

See: Driers, Wool and Curtain

WOOLEN BLEACH

See: Bleach

WOOLEN SOAPS

See: Soaps, Silks and Woolens

WORK CLOTHES DISPENSERS

Change-O-Matic Corp.

WOVEN BELTING

See: Belting, Woven

WOVEN MARKING LABELS

See: Labels, Woven, Marking

WRAPPERS, PAPER

Connolly, J. J., Inc.
Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Norman Control Co., Inc.
Reliable Laundry Supplies
Rosenthal Paper Co.
Spear Box Co., Inc.

WRAPPERS, SHIRT

All Star Industries
Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Morse Display Cases
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Pak-Rite Flexible Packaging Co.
Phoenix Products Co.
Quik-Pac Div. H. Wesley Hutchins Co.
Reliable Laundry Supplies
Rosenthal Paper Co.

Spear Box Co., Inc.
Technical Tape Corp.
Wormstead, Smith & Loomis, Inc.

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Spear Box Co., Inc.

WRAPPING DEVICES, AUTOMATIC

Coffman Mfg. Corp.
Connolly, J. J., Inc.
Lally, R., Co.
Norman Control Co., Inc.
Quik-Pac Div., H. Wesley Hutchins Co.
Rosenthal Mfg. Co.
Technical Tape Corp.
Tele-Vue Packaging Products, Inc.

WRAPPING PAPER

See: Paper, Wrapping

WRAPPING TUBES, FLAT GOODS

Spear Box Co., Inc.

WRENCHES, PIPE

Newhouse Specialty Co., Inc.
Walworth Co.

WRINGERS, RUG AND CARPET

See: Rug and Carpet Wringers

ZEOLITE

American Water Softener Co.
Bruner Corp.
Calgon Co., Div., Hagan Chemicals & Controls, Inc.
Cochrane Corp.
Culligan, Inc.
Elgin Softener Corp.
Graver Tank & Mfg. Co.
Hungerford & Terry, Inc.
Inflico, Inc.
Kenney Softener & Filter Co.
Kuso Boiler & Engineering Co.
Monarch Engineering Co.
National Aluminate Corp.
National Chemical Sales Co., Laboratory, Inc.
Oshkosh Filter & Softener Co.
Permutit Co.
Research Products Corp.
Softener Corp. of America
Stover Water Softener Co.
Zero Water Softener Mfg. Co.

ZIPPER REPAIR AND EQUIPMENT SUPPLY

See: Fasteners, Slide, Repair Equipment and Tools

ZIPPERS

Arrow Mfg. Co.
Banash Button & Supply Co.
GlenZip Co.
Kee Zipper Corp.
Lieberman, B. & G., Co., Inc.
Piolet Button & Novelty Corp.
Steven, Michael, Corp.
Talon, Inc.

To Maintain Accuracy in the Drycleaner's Standard Buyer's Guide

Manufacturers and jobbers are urged to write promptly about any changes affecting their listings in the various sections of this directory.

Manufacturers should send notice of new products, new trade names, new branch offices, changes of address, as well as discontinuances of products and trade names.

Jobbers should send notice of changes in address.

Send notification to:

Guidebook Compilation

THE NATIONAL CLEANER

466 Lexington Avenue, New York 17, N. Y.

TRADE NAMES

products manufactured by display advertisers
in this Guidebook issue

A

- AA, washers, extractors, AA Laundry Machinery Co.
A & FELT, special felts, American Felt Co.
A-B, marking tags, Boston Clip & Tag Co.
AB, sock tag, Boston Clip & Tag Co.
ABC, collar, cuff and neckband replacements, ABC Collar 'N' Cuff Co.
ABC, payroll system, Todd Co., Inc.
A-C, packaged detergents and bleach for dispenser boxes, Ardmore Chemical Co.
A. B. T., dollar bill changer, coin chutes, rejectors, totalizers, coin changers, wall boxes, cup dispensers, coin intakes and return cups, coin switches and relays, push-button selectors, A. B. T. Mfg. Corp.
AM, pocket pH meter, electrometric, Analytical Measurement, Inc.
ATC, controls and regulators, time switches, Automatic Temperature Control Co., Inc.
ABSO-SOFT, water softener, Kisco Boiler & Engineering Co.
ACADEMY, wire hangers, West Side Corp.
A.C.B. PRIMER, anti-corrosive, base primer, Tropical Paints & Oil Co.
ACCELERATOR, water softeners, Infilco, Inc.
ACCUMETER, precision investment castings, Crucible Steel Co. of America
ACCUMETER, automatic centralized lubrication systems, Alemite Div., Stewart Warner Corp.
ACE, reweaving, Ace Weaving Service
ACE CLIPPER, staple machine and wire staples, Ace Fastener Corp.
ACE, starch cookers, Hammond Laundry-Cleaning Machinery Co.
ACECO, drycleaning equipment, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
ACE LITE STEP, anti fatigue mats, L. Behrstock Co.
ACE OF HEARTS, red indelible ink, Boston Clip & Tag Co.
ACE OF SPADES, black indelible ink, Boston Clip & Tag Co.
ACE STAPLE REMOVER, staple removers, Ace Fastener Corp.
ACETEX, sour, Hood Chemical Co., Inc.
ACETI SOUR, sour for drycleaners, Kever Starch Co., Kever Beach Div.
ACIDOL, sour, Patek & Co.
ACID-SUDS, rug cleaning detergent for light colors, Certified Chemical & Equipment Co.
ACME, dyeing, Acme Dye House, Inc.
ACME, nylon products, G. & F. Mills Corp.
ACME, folding box, Rosenthal Paper Co.
ACME, laundry soap and builders, powder, Acme Soap Co.
ACME BRAND, hot chemical and bleach, Acme Hatters Supply Co.
ACME F.O.T., fuel treatment, Acme Industrial Compounds Corp.
ACME SCALE-OUT, boiler feed-water treatment, Acme Industrial Compounds Corp.
ACME SOOT STOP, soot remover, Acme Industrial Compounds Corp.
ACORN, round belting, Graton & Knight Co.
ACRILAN, acrylic fiber, Chemstrand Corp.
ACROTEX, F. W. I. Cover cloth, H. Kohnstamm & Co., Inc.
ACTICAR, odor-, taste-removal filter, Hungerford & Terry, Inc.
ACTIVATED PERBORATE, bleach, Warco Laboratories, Inc.
ACTIVATOR, laundry washing machines, General Electric Co.
AC TREATMENT, anti-corrosion water treatment, Elgin Softener Corp.
AD, detergent, Colgate-Palmolive Co.
AD-A-BIB, Kwik Kover Sales Co.
ADAPT-O-MATIC, finishing machine, J. W. Steele & Co.
ADCO, detergent, wet paste soap, rug shampoo, pine spotter, Adco, Inc.
ADCO, rubber cement, Adhesive Products Corp.
ADCO SIZE, petroleum and synthetic garment sizing, Adco, Inc.
ADCO SPRAY SPOTTER, spray spotter, Adco, Inc.
ADCO STEAM-SPOT, steam spray spotter, Adco, Inc.
ADD-A-UNIT, curtain stretcher, Rosenthal Mfg. Co.
ADD-A-UNIT, shirt-sorting bins, Time Savers, Inc.
ADDRESSOGRAPH, addressing equipment, Addressograph-Multigraph Corp.
AD-DRI, bleach, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
ADJUST-A-DRAPE, drapery former and finisher, Morey Seldin Machinery Corp.
ADJUSTA-FORM, steam-air garment finisher, utility press, legger press, puff irons, offset press, Wichita Precision Tool Co., Inc.
ADJUSTA-FORM PANTS TOPPER, steam-air automatic trouser topper finishing machine, Wichita Precision Tool Co., Inc.
ADJUSTIT, adjustable garment hangers, Hopkins Equipment Co.
ADJUSTO DECK, rack fittings for garment rails and shelving, Walter Haertel Co.
ADJUST-O-FEEDER, constant rate proportioning pump, Proportioners, Inc.
ADJUSTO-SYNCHRON TIMER, automatic laundry Timer, Unit Wash Corp.
ADRIAN, drycleaning soap, liquid and powder wetcleaning soap, powder rug cleaning soap, spotting and mothproofing agents, Adrian Research & Chemical Co., Inc.
ADSCO, expansion joints, steam traps, water heaters, American District Steam Co., Inc.
ADS-LIFE, KEMPRO, 302SC, nylon press cover cloth, Whitehouse Nylon Products
ADVANCE AIRDRY TUMBLER, laundry and drycleaning tumbler, Driair Process Machinery Co.
ADVANCE LOWBOY, floor and rug maintenance machinery, Advance Floor Machine Co.
ADVANCE SPEEDWAY, floor and rug maintenance machinery and equipment, Advance Floor Machine Co.
ADVERTAG, advertising, instruction tags, Denney Tag Co.
A. E. PERFECT SPREAD, stokers, American Engineering Co.
AERO, double collar support, J. W. Steele & Co.
AEROL, wheels and casters, Aerol Co., Inc.
AEROLSEAL, wheel, Aerol Co., Inc.
AERO-MAGNETITE, circuit breakers, Heinemann Electric Co.
AEROTRON GN15-GN100, 2-way radio 15 watt mobile and 100 watt base station, Aeronautical Electronics, Inc.
AER-PAK, tumbler unit to eliminate lint and static, The Dyer Co.
AERTITE, boiling coating, Johns-Manville
AETNA FELT, woven and pressed-hair felt, Aetna Felt Co., Inc.
AFCO FEUTRON, filter cartridges, American Felt Co.
AFCO-LINK, rubber link entrance mats in colors, American Floor Products Co.
A-43, special whitework detergent, Diamond Alkali Co.
A-44, special industrial laundry compound, Diamond Alkali Co.
AID-SOIL, solvent purifier, Adrian Research & Chemical Co.
AIRBLOC, hoists, Ingersoll-Rand Co.
AIR CHIEF, truck tires, Mohawk Rubber Co.
AIRCON, continuous conditioning tumbler for laundry flatwork, American Laundry Machinery Co.
AIRCRAFT, laundry drying tumbler, American Laundry Machinery Co.
AIR-DI, tool steel, Crucible Steel Co. of America
AIR DRY TUMBLER, laundry and drycleaning tumbler, Driair Process Machinery Co.
AIREX, anhydrous laundry builder, Speedlite Chemicals Co., Div. Patek & Co.
AIRFOAM, latex cushioning for press pads, Good-year Tire & Rubber Co.
AIRLITE, wheel, Aerol Co., Inc.
AIR-LOK, cuff-drying hanger, R. D. Bussard & Son
AIR MASTER, dehumidifying unit, Walter Haertel Co.
AIR-MOLD, plastic mold steel, Crucible Steel Co. of America
AIROCOOL, industrial gas burners, National Airol Burner Co.
AIR-O-MATIC, air operated garment bagger, Speed Check Co., Inc.
AIROVENT, blowers, National Airol Burner Co.
AIROPRESS TEX, synthetic fabric, Zuckerberg Co.
AIRTEMP, air-conditioning equipment, Chrysler Corp., Airtemp Div.
AIR TRED, sponge rubber comfort matting, American Mat Corp.
AIRTUBE, pneumatic tubes, Lamson Corp.
AIR-VAC, vacuuming system, Goldman Pressing Machine Corp.
AIRVAN, aluminum parcel delivery bodies, Dayton T. Brown, Co.
AIRVENT, ventilating canopies for flatwork ironers, American Laundry Machinery Co.
AIRWAY, cuff cleaner, Kirk's Leather Cleaners
AIRWAY, cylinderless laundry dryer, American Laundry Machinery Co.
AIRXPEL, traps, Wright-Austin Co.
AJAX, cleaner, Colgate-Palmolive Co.
AJAX, finishing equipment for laundry, drycleaning and linen supply industries, Ajax Presses
AKUSTAN, fire retardant, General Dye stuff Corp.
ALASKAN, evaporative air coolers, fans—blowers, laboratory appliances, National Engineering & Mfg. Co.
ALBANY, lubricating greases, Adam Cook's Sons, Inc.
ALBAPHOR, textile whitener, Carlton Chemical Co., Inc.
ALBA-VIS, general purpose oil, Adam Cook's Sons, Inc.
AL-BEX, stain remover, Spix Products Co.
ALBONE, hydrogen peroxide, E. I. du Pont de Nemours & Co., Inc.
ALBRA, brushes, brooms, Braun Brush Co.
ALEMITE, lubricants and oils, lubricating equipment, Stewart-Warner Corp., Alemite Corp.
ALEMITE VERSATIL, spray equipment, Stewart-Warner Corp., Alemite Corp.
ALERT, boilers, heaters, tanks, Alert Boiler & Mfg. Co.
ALFCO, all types fire extinguishers, motorized firefighting apparatus, American-La France-Foamite Corp.
ALFCOSPRAY, nozzles, American-La France-Foamite Corp.
ALFITE, all types fire extinguishers, American-La France-Foamite Corp.
ALGONQUIN, soap, Lewis National Corp.
ALIZARINE, aniline dyes, American Aniline Products Co.
ALKALATE, laundry detergent, Diamond Alkali Co.
ALKANOL, surface active agents and textile processing agent, E. I. du Pont de Nemours & Co., Inc.
ALKASOL COMBINATION, self-mixed soap detergent, Merson Products Co.
ALKOLOR, liquid drycleaning detergent, Davies-Young Soap Co.
ALKOLUBE, alkali, Washine National Sands, Inc.
ALKON, laundry breaks, George Stearns Chemical & Mfg. Co.
ALKOSOL, alkali soap builder, Carlton Chemical Co., Inc.
ALL controlled suds, Lever Bros. Co.
ALLCLOSZ, powder laundry bleach, H. Fiarman & Sons
ALL COLER, bleach, Warco Laboratories, Inc.
ALL-DAY, laundry marking tag, Boston Clip & Tag Co.
ALLEGHENY, stainless steel, Allegheny Ludlum Steel Corp.
ALLEGHENY LUDLUM, tool and die steels—electrical alloys, Allegheny Ludlum Steel Corp.
ALLEN, DURA-HAMPERS, fiberglass hampers and laundry tubs, All Sales
ALLEN WALES, adding machines, National Cash Register Co.
ALLIGATOR, belt fasteners, belt cutters, Flexible Steel Lacing Co.
ALL-IN-ONE, air-conditioning unit, Chrysler Corp., Airtemp Div.
ALL IN ONE, zipper repair kit, spotting gun, press clamp, sleeve formers, auto rack, Newhouse Specialty Co., Inc.
ALLOCK, laundry nets and fabrics, Davis Mills Inc.
ALL-PURPOSE, shirt unit, Prosperity Co., Div. Ward Industries Corp.
ALL-PURPOSE, sour, Thompson-Hayward Chemical Co.
ALL-PURPOSE, starch, A. E. Staley Mfg. Co.
ALL PURPOSE FORM FINISHER, steam-air finishers, garment, Excelior Machinery Co.
ALL-STEEL, scales, Triner Scale & Mfg. Co.
ALLWAY, trouser shaper, Huebsch Originators Co., Div. American Laundry Machinery Co.
ALL-WEATHER, fire extinguishers, American-La France-Foamite Corp.
ALMCON, automatic washing control, American Laundry Machinery Co.
ALPHA, oil pumps, Lunkenheimer Co.
ALRITE, pins, trays and tray cabinets, marking pins, Keyes-Davis Co.
ALROLENE 70, petroleum drycleaning detergent, Hope Chemical Co.
ALROLENE 65, synthetic drycleaning detergent, Hope Chemical Co.
ALROMINE, RU100, diaper and cotton softener, Hope Chemical Co.

TRADE NAMES

ALROPEL, dry size and water repellents, Hope Chemical Co.
 ALROSNE 91, synthetic detergent, Hope Chemical Co.
 ALROSEPT, germicide and fabric softener, Hope Chemical Co.
 ALROSOL, wetting agent and penetrant, Hope Chemical Co.
 ALROWET, wetting agent, Hope Chemical Co.
 ALSEN, oil cups, Lukenheimer Co.
 ALTON, air conditioning, evaporative, ventilating systems, Alton Mfg. Co.
 ALUMATRIC, shutters, Phil Rich Fan Mfg. Co., Inc.
 ALUMEX 50, 60, 70, high alumina firebrick, kiln liners, Mexico Refractories Co.
 ALUMINUM OILITE, bearings and parts, Chrysler Corp., Amplex Div.
 ALUMIVAN, aluminum body, multi stop delivery trucks, Divco Truck Div., Divco-Wayne Corp.
 ALVOR, oil control, Lukenheimer Co.
 AMACEL, acetate dyes, American Aniline Products, Inc.
 AMAFORM, dyeing agent, American Aniline Products, Inc.
 AMALIE, oils and greases, L. Sonneborn Sons, Inc.
 AMANIL, dyestuffs, American Aniline Products, Inc.
 AMAPRO UNION, aniline dyes, American Aniline Products, Inc.
 AMAZON, washing powder, Swift & Co.
 AMBASSADOR, continuous towel cabinet, Ambassador Continuous Cabinet Co.
 AMBASSADOR, synthetic solvent drycleaning unit, Detrex Chemical Industries, Inc.
 AMBER, all-metal sleeve board, sleeve form, sleeve press board, press lamp, steam iron stand, iron stand, iron rest, pants stretcher, marking pen, Amber Mfg. Co.
 AMBER GRANULES, FLAKES, POWDER, high titer neutral soap in granular form, Proctor & Gamble Distributing Co.
 AMBER METHOD, reweaving process, Amber School of Reweaving
 AMCO, vinyl plastic link matting, American Mat Corp.
 AMERICAN, continuous towel cabinets, paper towel cabinets, Steiner Sales Co.
 AMERICAN, curtain and blanket finishing equipment, American Laundry Machinery Co.
 AMERICAN, drying and deodorizing cabinet, American Laundry Machinery Co.
 AMERICAN, flatwork feeder and spreader, American Laundry Machinery Co.
 AMERICAN, high-speed tumblers, American Laundry Machinery Co.
 AMERICAN, laundry and drycleaning solid-curb extractors, American Laundry Machinery Co.
 AMERICAN, paint and grease removing solvent, Adco, Inc.
 AMERICAN, starch cookers, American Laundry Machinery Co.
 AMERICAN, water meters, Buffalo Meter Co.
 AMERICAN, wearing apparel, linen supply and other special-purpose press units, American Laundry Machinery Co.
 AMERICAN AIRCRAFT, tumblers, American Laundry Machinery Co.
 AMERICAN AUTOMATIC, drycleaning tumblers, temperature controls, American Laundry Machinery Co.
 AMERICAN BEAUTY, commercial laundry and tailor type electric flatirons, American Electrical Heater Co.
 AMERICAN BEAUTY, rubber link matting, American Mat Corp.
 AMERICAN CASCADE, washers, American Laundry Machinery Co.
 AMERICAN FORMATIC, shirt unit, American Laundry Machinery Co.
 AMERICAN-LA FRANCE, fire extinguishers, motorized fire-fighting apparatus, American-La France-Foamite Corp.
 AMERICAN MICRO, sponge mats, American Mat Corp.
 AMERICAN MODEL "S," super and master ironers, American Laundry Machinery Co.
 AMERICAN MUROZA, feather cleaning and sterilizing systems, American Laundry Machinery Co.
 AMERICAN O. T., drycleaning extractor, American Laundry Machinery Co.
 AMERICAN PLAZA, sludge accumulator stripper for use with synthetic drycleaning units, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 AMERICAN SUPER SPEED, tumblers, American Laundry Machinery Co.
 AMERICAN SYSTEM, shirt conveyor and presses, American Laundry Machinery Co.
 AMERICAN ZONE A and TYPE C, semi-automatic washer controls, American Laundry Machinery Co.
 AMERICAN VISIBLE, hand numbering machine, American Numbering Machine Co.
 AMERICAN ZONE-AIR, feather reconditioning unit, American Laundry Machinery Co.
 AMERICAN ZONE-AIR, laundry and drycleaning tumblers, American Laundry Machinery Co.
 AMERIFLEX, wood link matting, American Mat Corp.
 AMES, boiler engines, etc., Ames Iron Works, Inc.
 AMESTAM GENERATOR, "packaged" firetube, steam or hot water boilers, Ames Iron Works, Inc.
 AMINOL, drycleaning detergent, Trico Chemical Div., Tri-State Equipment Co.
 AMMOCID, laundry sterilizer, mildew preventative, Carlton Chemical Co., Inc.

AMMUM, wear-resistant metal for traps, valve parts, Strong, Carlisle & Hammond Div.
 AMOREDTEX, extractor covers, Patek & Co.
 AMPERE, canvas stitched belting, Victor Balata & Textile Belting Co.
 AMSCO, high-flash Stoddard solvent, 140° F solvent, special naphtha, American Mineral Spirits Co.
 AMSCO MINTREX, solvents, naphtha for drycleaning, paint solvent, American Mineral Spirits Co.
 AMYLIN, laundry starches, National Starch Products, Inc.
 AMYL-SOL, synthetic amyl acetate, Warco Laboratories, Inc.
 ANACONDA A-X TUBING, expansion joint tubing, Anaconda Metal Hose Div., Anaconda American Brass Co.
 ANACONDA FLEXIBLE HOSE AND TUBING, flexible, metal hose and tubing and connectors of Teflon, Anaconda Metal Hose Div., Anaconda American Brass Co.
 ANCHOR ALEAL, alkali cleaner, Solvent Process Div., Allied Chemical & Dye Corp.
 ANDERSON, patented collar supports, Anderson Collar Support Co.
 ANDERSON, pipe-line strainers, steam traps, V. D. Anderson Co.
 ANDERSON EASY-LOCK, drapery protector, Anderson Specialty Mfg. Co., Inc.
 ANDREW, ball and roller bearings, bronze bushings and steel balls, Andrew Parts Mfg. Co.
 ANGELICA, men and women's uniforms, Angelica Uniform Co.
 ANHYDRO, spotting agent, A. L. Wilson Chemical Co.
 ANOLITE, moisture dispersing agent for charged systems, R. R. Street & Co., Inc.
 ANSUL, fire extinguishers, Ansul Chemical Co.
 ANTHONY, oil burners, pipe-line strainers, valve, Anthony Co.
 ANTHONY NEBULYTE, gas, gas-oil, oil burners, torches, Anthony Co.
 ANTI-CRUSH, double collar supports, J. W. Steel & Co.
 ANTI-HYDRO, leather belting, waterproof cement, Webb Belting & Supply Co.
 ANTI-R-G, anti-rolling compound, Gibraltar Fabrics, Inc.
 ANTI-LINT, anti-static and lint concentrate, Signal Chemical Mfg. Co., Inc.
 ANTI-ROLL, checks rolling on flatwork ironers, H. Kohnstamm & Co., Inc.
 ANTISEPTIC HUNTLENE, germ controller, Huntington Laboratories
 ANTI-WINE, liquid bleaching agent for spotting, Warco Laboratories, Inc.
 ANIL-FUMICE, toilet soaps, Los Angeles Soap Co.
 AI-A2, sudsy and clear ammonia, Reslabs, Inc., Div., Linco Products Corp.
 APACHE, soap builder, Wyandotte Chemicals Corp., J. B. Ford Div.
 APCO 125, deodorized, drycleaning solvent, Anderson-Prichard Oil Corp.
 APCO 140, dry cleaning solvent, Anderson-Prichard Oil Corp.
 APCO-WATER SAVER, water regulator, Appliance Service Co.
 APEX WASH-A-MATIC, 8-pound automatic laundry washer, Apex Rotax Corp.
 APPLICATOR, indelible ink (silver base), laundry marking pen, line, marking machine (hand, foot and motor power), Applegate Chemical Co.
 APPLICET, powdered aluminum acetate, Arnold-Hoffman & Co., Inc.
 AQUADOL, wet spotter and neutral lubricant, Stamford Chemical Co.
 AQUA-ELECT, water treatment equipment, Aqua Electric Scale Control, Inc.
 AQUALINE, concentrated liquid wet cleaner, Lustrol Drycleaning Products, Div. Patek & Co.
 AQUA-MIZEL, water recirculator, Escalator Machinery Co.
 AQUANOL, wire and cable, General Electric Co.
 AQUASTAM, pressing iron system, Automatic Steam Products Corp.
 AQUATIZE, concentrated wet sizing, Dixco Co., Inc.
 AQUAWAX, self-emulsifying lubricant wax, Concord Chemical Co.
 ARABOL, starch, Arabol Mfg. Co.
 ARBOCAST, system of condensate control, Southern Machinery Co.
 ARBUTUS, soap, Minnesota Chemical Co.
 ARCTIC, fire extinguishers, American-La France-Foamite Corp.
 ARCTIC CIRCLE COOLERS, evaporative coolers, Escalator Machinery Co.
 ARCTIC CRYSTAL, all-tallow soap and granulated flakes, Colgate-Palmolive Co.
 ARCTIC SYNTHEX, H. D. M. 030, synthetic detergents, Colgate-Palmolive Co.
 ARDMOR, bulk soap and bleach, packaged detergents and bleach, Ardmore Chemical Co.
 ARIDEX, renewable water repellent, E. I. du Pont de Nemours & Co., Inc.
 ARIDZONE, synthetic zeolite water softener, Elgin Softener Corp.
 ARISTOCRAT, pillow tickings, R. Lally Co.
 ARISTOCRAT, safety pins, William Prym, Inc.
 ARISTOCRAT, steel file cabinets, Remington Rand, Inc.
 ARISTOCRAT, match book, Universal Match Co.
 ARISTOMATIC, drycleaning machine and recovery-synthetic, Pinnacle Products Corp.
 ARK-VAK, leather belting, Philadelphia Belting Co.

ARLAC, alkali, soap builder, Wyandotte Chemicals Corp., J. B. Ford Co.
 ARMA, identification systems, marking machines, daily delivery tags, roll tags, loop tags, dispenser tags, day tags, indelible ink, safety pins, roll tags, Pittsburgh Tag Co.
 ARMA-MATIC, staplers, stapling machines, Pittsburgh Tag Co.
 ARMEN "98," all purpose spotter, Armen Chemical, Inc.
 ARMITE, anti-seize compound, thread lubricant, seal compound, gasket paste, Armite Laboratories
 ARMORBELT, metal belt conveyor, M-H Standard Co.
 ARMOR-TREDS, molded heavy duty rubber stair treads, American Floor Products Co., Inc.
 ARMORTUBE, pneumatic armored tubing, Bailey Meter Co.
 ARMOUR'S, 40% pure coconut liquid soap for rugs, Armour & Co., Industrial Soap Dept.
 ARMOWAX, domestic hard wax, Armour & Co.
 ARMSTRONG, humidifiers, strainers, pipe line, steam traps, Armstrong Machine Works
 ARMS, 1270, nylon, wool press cloth, Arms Textile Mfg. Co.
 ARRESTO-MOTH, mothproofing compound, Pennsalt Chemicals Corp.
 ARROW, sponge pads, Arrow Mfg. Co.
 ARROW, staplers, staples, staple removers, automatic staple tacker, Arrow Fastener Co., Inc.
 ARROW, wood tanks, tubs, cylinders, outside shells, vats and washers, Arrow Tank Co., Inc.
 ARROW BAG AND PAD, bag and padding for trouser toppers, Arrow Mfg. Co.
 ARROW DURA GREEN COVER N PAD, padding for dry cleaning machines, Arrow Mfg. Co.
 ARROW ECONOMY PAD, padding for garment pressing, Arrow Mfg. Co.
 ARROW LAUNDRO-PAD, laundry press pad, Arrow Mfg. Co.
 ARROW LINE, hat renovating, manufacturing and blocking machinery, American Hatters Supplies, Inc.
 ARROW P22, hand stapler, Arrow Fastener Co., Inc.
 ARSCO, washing compounds and specialties, alcoholic type anti-freeze, Riverside Chemical Co.
 ARVAN STROF-O-MATIC, solvent filter, Arvan Products, Inc.
 ASBESTALL, blended nylon and asbestos press cloths, U. S. Rubber Co., Textile Div.
 ASBESTEX, asbestos covers, K. S. Smith, Inc.
 "ASBESTO," pressing machine protective boots, F. H. Bonn Co.
 ASBESTON, chest-type flatwork ironer cover, U. S. Rubber Co., Textile Div.
 ASCO, solenoid valves and electromagnetic control, Automatic Switch Co.
 ASHVEYOR, pneumatic conveyor system, Brady Conveyors Corp.
 ASSEMBLY ARC, fittings to facilitate assembly of garments, Time Savers, Inc.
 ASSISTEX, concentrated drycleaning soap, R. R. Street & Co., Inc.
 ATLAS, hand-type tape sealing machine, Time Savers, Inc.
 ATLAS, truck bodies, Atlas Body Co.
 ATLAS FIRE RETARDANT, flameproof agent, H. Kohnstamm & Co., Inc.
 ATLAS GRAVITY FEEDER RACK, for flatwork ironers, Atlas Steel Products, Inc.
 ATLAS MOISTURE CONTROL, for control of moisture retention in laundry extractors, Atlas Steel Products, Inc.
 ATLAS RUST SOUB, sour, H. Kohnstamm & Co., Inc.
 ATOMIC, drycleaning systems, wet washers, Hammond Laundry-Cleaning Machinery Co.
 ATOMOL, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.
 ATTASOL, colloidal clay, Attapulgus Clay Co.
 ATTOR, fur glaze and cleaning fluid, Bernard Sirotta Co.
 AUNTY LINT, static and lint eliminator, Signal Chemical Mfg. Co., Inc.
 AUTO-BAGR, air operated garment bagger, Automatic Specialties, Inc.
 AUTO-CHECK, system of subsorting and checking, Automatic Specialties, Inc.
 AUTO-CYCLER, automatic cleaning washer-extractor, Washex Machinery Corp.
 AUTO FEEDER, supply feeder, open end washer, Bill Glover, Inc.
 AUTOGRAPHIC, registers, business forms, Auto-graphic Register Co.
 AUTO-LEVEL, boiler return system, valves, Spots-wacker, Parker & Co.
 AUTO-LITE, gauges, indicating and recording thermometers, Electric Auto-Lite Co.
 AUTOMATIC, lubricators, Victor Lubricator Sales Co.
 AUTOMATIC, spray gun, OlsonMark Corp.
 AUTOMATIC PALLET LOADER, automatic unloading of cartons, Lamson Corp.
 AUTO-MISER, drycleaning tumbler, Prosperity Co., Inc., Div. Ward Industries Corp.
 AUTO-PER, synthetic solvent drycleaning unit, Vic Mfg. Co.
 AUTO POWR-RAIL, garment hanger conveyor, Automatic Specialties, Inc.
 AUTOSET, a type of free-vane air-operated controller, Bristol Co.
 AUTO TROL, automatic control-open end washer, Bill Glover, Inc.
 AVACLO 100, drycleaning charge detergent, Allen & Vickers, Inc.

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AVEE, all products, Allen & Vickers, Inc.
 AVEE SLICK RAILS, prefabricated slick rail systems for complete drycleaning plants, Allen & Vickers, Inc.
 AVITEX, surface active agent, E. I. du Pont de Nemours & Co., Inc.
 AXIAL-FLOW, exhaust fan, DeBothezat Fans Div., American Machine & Metals, Inc.
 AXTEX, first quality, stiff mud firebrick, Mexico Refractories Co.
 AZTEX, high heat duty firebrick, Mexico Refractories Co.

B

B & B, press pad combination, R. Lally Co.
 B.N.B., collar support, clasp, loop, J. W. Steele & Co.
 B-X, bloodstain remover, John P. Lynch Co.
 BABSOLV, spotter and lubricant, Slater-Robbins Co., Inc.
 BABSTOD, concentrated drycleaning soap, Slater-Robbins Co., Inc.
 BABTEX, lipstick and paint remover, Slater-Robbins Co., Inc.
 BABY GUARD, diaper pins, Risdon Mfg. Co.
 BAB-ZYME, digester, Slater-Robbins Co., Inc.
 BADGER, break powder, Minnesota Chemical Co.
 BAFFLE-CRETE, first quality castable for baffle construction, Mexico Refractories Co.
 BAG-IT, polyethylene garment bags, Magic Seal Packaging Products
 BAG N' NET, holder, Time Savers, Inc.
 BAG-O-MATIC, combined bagger, invoice desk, bag storage rack, Bishop Freeman Co.
 BAG-O-TEER, garment bagger, Bishop Freeman Co.
 BAG-O-TERIA, tear-proof transparent plastic or paper bagging, Bishop Freeman Co.
 BALANCED DRIVE, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
 BALSAM-WOOL, blanket insulation, Wood Conservation Co.
 BAN, instant-acting deodorant, Lustrol Drycleaning Products, Div. Patek & Co.
 BANNER, lubricator, Lunkenheimer Co.
 BANNER BRAND, button, buckle, pinning, slitting, pleating, darning machines, Maxant Button & Supply Co.
 BANTAM, autographic registers, Autographic Register Co.
 BANTAM, net, Southern Mills, Inc.
 BANTAM, one-girl shirt unit, Forse Corp.
 "BANTAM" SHIRTMASER, one-girl shirt unit, Forse Corp.
 BANTAM TRANSIT BUS, bus, Divco Truck Div., Divco-Wayne Corp.
 BARBER-COLMAN, electric door operators and controls, Barber-Colman Co.
 BARCO, flexible steam, revolving and swing joints, Barco Mfg. Co.
 BARCOL, overhead doors, Barber-Colman Co.
 BAR-KEY, pen identification system, Keyes-Davis Co.
 BARKEY, net and marking pins, Barker Mfg. Co.
 BARMASTER, knitted nylon nets, X. S. Smith, Inc.
 BARNEY, traps, Lakewood Mfg. Co.
 BARRELED SUNLIGHT, enamels, paints, varnishes, Barreled Sunlight Paint Co.
 BARRETT SPECIFICATION, roofing pitch and roofing felt, Barrett Div., Allied Chemical & Dye Corp.
 BAR RUST, exterior and interior inhibitive paint for steel and pipe, Midland Paint & Varnish Co.
 BASE CONCENTRATE, paint and grease remover, Lustrol Drycleaning Products, Div. Patek & Co.
 BASE D. C. S., emulsifier, Adco, Inc.
 BASEX, zeolite, Hungerford & Terry, Inc.
 BASKE TRUCK, wire basket truck, Bishop Freeman Co.
 BEACHRITE, built soap for hot water washing, Keever Starch Co., Keever Beach Div.
 BEACON, bluing, Hood Chemical Co., Inc., Crescent Div.
 BEADS-O-BLEACH, spray dried bleach, Purex Corp. Ltd., Industrial Div.
 BEATS-ALL, covers, nets, padding, Tingle, Brown & Co.
 BEAUTY-BLUE, laundry blue, Speare Co.
 BEAUTY-TEX-DRY, textile sizing, Signal Chemical Mfg. Co., Inc.
 BEAUTY-TEX-WET, wet sizing, Signal Chemical Mfg. Co., Inc.
 BEAVER, pipe and bolt cutting and threading hand tools and machines, Beaver Pipe Tools, Inc.
 BEAVER LUSTER, fur luster, Nycco Products Co.
 BEEHIVE, spring padding, Western Laundry Press Co.
 BEL-JO, starch, A. E. Staley Mfg. Co.
 BELLMASTER, mechanical pipe joint for cast-iron pipe, Dresser Mfg. Div., Dresser Industries, Inc.
 BELT-ZIP, belt hanger, Para-Lux Products Co.
 BENDA, drycleaning soap, Benda Products, Inc.
 BENDASIZE, wet sizing, Benda Products, Inc.
 BENDASIZE DRY, permanent dry sizing, Benda Products, Inc.
 BENDA SOLV, oil paint and grease remover, Benda Products, Inc.

BLANKETMASTER, blanket washing machine, Hopkins Equipment Co.
 BLEACH RITE, stripper, Coastal Chemical Corp.
 BLENCO, rug cleaning soap, Blenco Co.
 BLEND-A-DYE, color touch-up sticks, Coastal Chemical Corp.
 BLENDSOL, spray spotter, R. R. Street & Co., Inc.
 BLOK-RITE, sweater finishing process and machine, Newhouse Specialty Co., Inc.
 BLOOD BLASTER, blood stain remover, Ro-Wash
 BLOOD-I-CATER, spot remover, W. F. Johnson Chemical Co.
 BLOOD-MUV, stain remover, Package Chemical Co., Inc.
 BLOOD-PLUS, spotting aid, Ink-O Products Co.
 BLO-R-VAC, water pickup cleaner-vacuum, Ideal Industries, Inc.
 BLUD-X, concentrated liquid enzyme, Huntington Laboratories, Inc.
 BLUE BELL, blue, H. Kohnstamm & Co., Inc.
 BLUE BONNET, blue, H. Kohnstamm & Co., Inc.
 BLUE BOY, hoists, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 BLUE LABEL FLAKES, neutral soap, Keever Starch Co., Keever Bleach Div.
 BLUE LABEL POWDER, neutral soap, Keever Starch Co., Keever Bleach Div.
 BLUE LINE, collar supports, hangers, shirt bands, necktie hangers, Loroco Industries, Inc.
 BLUE RIBBON, laundry nets, Southern Mills, Inc.
 BLUE RIBBON, polishes, waxes, International Metal Polish Co.
 BLUE RIBBON, asbestall, foam press covers and combination pad and cover, Norjac Foam & Fabric
 BLUE RIDGE, leather belting, waterproof leather belting, Charlotte Leather Belting Co.
 BLUE STAR, feed ribbons, New York Belting & Packing Co.
 BLUE STREAK, "Super D," nylon and dacron nee, Whitehouse Nylon Products
 BLUE-TINT, sour and blue combination, Johnson Chemical Industries, Inc.
 BLUFIXE, sour, H. Kohnstamm & Co., Inc.
 BLUFIXE EXTRA-SOLUBLE, sour, H. Kohnstamm & Co., Inc.
 BLUREX, sour, Hood Chemical Co., Inc.
 BLUE, liquid blue, E. F. Drew & Co., Inc.
 BOB WHITE, bleacher, Delco Products Co.
 BOCK, drycleaning laundry extractors, Bock Laundry Machine Co.
 BOCKETTE, open end washers, Bock Laundry Machine Co.
 BOCK-O-MATIC, extractors, Bock Laundry Machine Co.
 BODYMASTER, two-girl cabinet type shirt unit, Forse Corp.
 BOILA KLEEN, boiler compound, Patek & Co.
 BOILERMATE DEARTOR, deaerator, Cleaver-Brooks Co.
 BOILERTROL, automatic boiler blow-down systems, Boilertrol Corp.
 BONASOL, textile dyeing assistants, American Aniline Products, Inc.
 BOND, truck casters, Bond Foundry & Machine Co.
 BONDERITE, corrosion-resistant paint, Tropical Paint & Oil Co.
 BOND SET, silica base bonding mortar, Mexico Refractories Co.
 BOND TEST, drycleaning detergent, Fry Bros. Co.
 BOND-WELD, bags, transparent, Chicago Transparent, Inc.
 BONIS, fur drum, fur sewing machine, Bonis Bros., Fur Machinery Corp.
 BON-SPUN, nylon press covering (non-slip), F. H. Bonn Co.
 BON-TEX, nylon press covering (slick), F. H. Bonn Co.
 BON TWIL, nylon press covering fabric, F. H. Bonn Co.
 BOOK BY GUARDIAN, wedding gown boxes, Guardian Better-Pak Corp.
 BOOKVEYORS, vertical conveyors, Lamson Corp.
 BOOSTER, shirt unit, Unipress Co., Inc.
 BORAX, soap dispensers and soap chips, Pacific Coast Borax Co.
 BORCANA, boiler water treatment, Strong, Carlisle & Hammond Div.
 BORNES, charge soap, Borne, Scrivner Co.
 BOSTAGS, marking tags, Boston Clip & Tag Co.
 BOSTITCH, staplers and staples, also stencil-matic marking machines, Bostitch, Inc.
 BO-TY DUO, collar support, Time Savers, Inc.
 BOUQUET FLORAL, soap, Colgate-Palmolive Co.
 BOW, collar support, printed, Package Masters, Inc.
 BOW-TIE, collar support, Empire Cardboard Corp.
 BOXIZE, conveyor line, semi-automatic power taping equipment, Better Packages, Inc.
 BOYERTOWN, special motor truck bodies, Boyertown Auto Body Works, Inc.
 BRANFORD, oil burners, Malleable Iron Fittings Co.
 BRAXENE, product for asepsis of linen, Wyandotte Chemicals, Inc., J. B. Ford Div.
 BREADY SYSTEM, heat reclaimers, heat exchangers, storage and water heaters, Ludell Mfg. Co.
 BREAK-AID, solvent pine oil, Thompson-Hayward Chemical Co.
 BREAK-O, break powder, Swift & Co., General Soap Dept.
 BREAK-PHOS, soap regenerator, Thompson-Hayward Chemical Co.

TRADE NAMES

BREAKSYN, break detergent, E. F. Drew & Co., Inc.
 BREECH LOCK, cast-steel gate valves, Lunkenheimer Co.
 BRESSLER, controls, Bressler Engineering Service
 BRESK, break compound, Procter & Gamble Distributing Co.
 BRIDGEPORT, copper water tubing, Bridgeport Brass Co.
 BRIGHTGLO, wetcleaning detergent, Merson Products Co.
 BRIGHT WHITE, liquid swiss fluorescent whitener, Ultra White Co., Inc.
 BRIGHTWHITE, sour, Johnson Chemical Industries, Inc.
 BRIGHTWHITE B and C, sour, blue and optical bleach, Johnson Chemical Industries, Inc.
 BRIGHT WHITE BACTO STAT 500, liquid bacto stat for staph prevention, Ultra White Co., Inc.
 BRILLIANTONE, sour, G. S. Robins & Co.
 BRILLO, press pads, Brillo Mfg. Co., Inc.
 BRINE-O-LATOR, water-softening equipment, Carey Salt Co.
 BRISTO, multiple spline socket set screws, hollow head cap screws, Bristol Co.
 BRISTOL, starch, H. Kohnstamm & Co., Inc.
 BRISTOL'S, instruments, Bristol Co.
 BRITE, paste drycleaning soap, Keystone Aniline & Chemical Co., Inc.
 BRITL-WAL, cellophane and paper combination bags, Comco Envelope & Paper Co., Inc.
 BRITWHITE, laundry blue, Washine Chemical Corp.
 BRI-TEX, drycleaning soap, Diamond Chemical Co., Inc.
 BRITEX, sours, powdered soap, Van Chemical Co.
 BRU-TONE, drycleaning concentrate, Spix Products Co.
 BRIZENE, drycleaning soaps, Patek & Co.
 BROADBENT, extractor-laundry-centrifugal, Pinnacle Products Corp.
 BROOS, boilers, heaters, stokers, tanks, Wm. Bros. Boiler & Mfg. Co.
 BROWNELL, boilers, heat exchangers, stokers, Brownell Co.
 BROX, dry-cut cardboard, Alfred J. Brooks
 BROXFORMS, shirt boxes, Alfred J. Brooks
 BRU-CEX, water conditioning feeders and chemicals, Bruner Corp.
 BRUNER, mechanical water softeners and water filters, Bruner Corp.
 BRUNNER, air compressors, air conditioners, refrigeration condenser, Brunner Div., Dunham-Bush, Inc.
 BRUSHAWAY, mechanized brush spotting machine, McCleary Bros., Inc.
 BRUSHENE, hand-brushing soap, Keystone Aniline & Chemical Co., Inc.
 BRUSH-KLEEN, brushing soap, Adco, Inc.
 BRUSH-OUT, "Brite" soap, hand brushing, Caled Products Co., Inc.
 BRYAN, boilers, Bryan Steam Corp.
 BRYANT "COMMANDAIRE" TWINS, matched heating and air conditioning units, Bryant Heater Div., Affiliated Gas Equipment, Inc.
 BRYANT CRYSTALGLAS, glass-lined water heater, Bryant Heater Div., Affiliated Gas Equipment, Inc.
 BRYTENE, floor polish, Purex Corp., Ltd., Industrial Div.
 BUBBLE RUB CONCENTRATE, upholstery shampooing soap, Keystone Chemical Co.
 BUCKEYE, drycleaning washer, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 BUCKEYE, soaps, spotters, stain removers, suede leather dressing, water repellent, paint, oil and grease remover, rug and upholstery shampoo, deodorants, sizings, Davies-Young Soap Co.
 BUCKEYE CLEAN-CHARGE, drycleaning detergent, Davies-Young Soap Co.
 BUCKEYE CORD 166, chlorinated solvent drycleaning, Davies-Young Soap Co.
 BUCKEYE LIQUID RE-VL, garment retexture and water repellents, Davies-Young Soap Co.
 BUCKEYE RAIN-DRY, water repellent, Davies-Young Soap Co.
 BUCKEYE TNT, dry size, Davies-Young Soap Co.
 BUFF, alkali compound, special detergents, E. F. Drew & Co., Inc.
 BUFFALO, extractor, filter, still, Gross Machinery Co., Inc.
 BUK FORM, cabinet bosom press covers, F. H. Bunn Co.
 BULL DOG, danger flags and clamps, Charleston Rubber Co.
 BULLDOG, nylon laundry nets and press covers, metal press pads, X. S. Smith, Inc.
 BUMINOL, albuminous stains and blood remover, Spix Products Co.
 BUNG, special brick for malleable furnaces, dry press, Mexico Refractories Co.
 BUNN, bundle-tying machine, B. H. Bunn Co.
 BURBAK, cotton padding, Pittsburgh Waterproof Co.
 BURKAY, water heaters, A. O. Smith Corp.
 BURKS, boiler feed, condensation return feeds, turbine, centrifugal pumps and water system, Decatur Pump Co.
 BURMOL, Eaton Chemical & Dyestuff Co.
 BUROMIN, boiler water treatment, Hagan Corp.
 BURROUGHS, accounting, adding, bookkeeping, calculating, cash-registering machines, business machine supplies, Burroughs Adding Machine Co.
 BUSSARD, spooled pants pocketing, collapsible extractor cover, R. D. Bussard & Co.

BUSSARD'S HERCULITE, basket liners and caps, nylon with neoprene coating, R. D. Bussard & Son
 BUS-TRUCK CHIEF, truck tires, Mohawk Rubber Co.
 BUTLER, boiler water treatment, mechanical descaler, Butler Engineering Co.
 BUTONOLE, hub perforating dye tag, Boston Clip & Tag Co.
 BUTTON-NO-BUTTON, loop and clasp, J. W. Steele & Co.

C

C & S, cleansing powder, Swift & Co.
 C. B., drycleaning detergent, Adco, Inc.
 C-H, electrical equipment, Cutler-Hammer, Inc.
 C-L, washers, extractors, cylinders, Cummings-Landau Laundry Machinery Co., Inc.
 CM, flame retardant, E. I. du Pont de Nemours & Co., Inc.
 CM, ratchet lever, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 CMG FORMULA, sizing and finishing compound, Hercules Powder Co., Huron Milling Div.
 CMH, expansion joints, expansion bellows, flexible metal conduit, Flexonics Corp.
 C. Q., iron sequestering regenerator, Speedlite Chemicals Co., Div. Patek & Co.
 C. W. F., brightener, H. Kohnstamm & Co., Inc.
 CABINET, shirt unit, Prosperity Co., Div. Ward Industries Corp.
 CABINETROL, control panel equipment, General Electric Co.
 CABINET-SAN, deodorant, Huntington Laboratories, Inc.
 CADET, paper products, Cade Paper & Bag Corp.
 CADILLAC TANK, lined hot water storage tanks, Cadillac Engineering
 CADILLAC WASHER, 10 lb. capacity coin laundry washer w/2" gravity drain, Cadillac Engineering
 CALDWELL, tanks and tubs, W. E. Caldwell Co., Inc.
 CALDY, dye pads, Calusa Chemical Co.
 CALECO, drycleaning, laundry, starch extractors, wood laundry washer, wood cylinders, California Laundry Equipment Co.
 CALED CHEK-WET, wet side water repellent, Caled Products Co., Inc.
 CALED L-S, leather soap and leather finishers, Caled Products Co., Inc.
 CALED PRE-SPOTTER, heavy duty pre-spotter, Caled Products Co., Inc.
 CALED RUG SHAMPOO, concentrate, Caled Products Co., Inc.
 CALED SPRAY SPOTTER, production one-shot spotter, Caled Products Co., Inc.
 CALED SUPER C, dry charge soap, Caled Products Co., Inc.
 CALGLOW, fabric whitener and brightener, Calgon Co., Div. Hagan Chemicals & Controls, Inc.
 CALGON, detergents, metaphosphate, rug cleaning and finishing compound, sizings, sodium metaphosphate, solvent, lime soap, water conditioners, chemical water softeners, Calgon Co., Div. Hagan Chemicals & Controls, Inc.
 CALLANET, knitted nylon nets, Callaway Mills, Inc.
 CALL-ETTE, garment conveyors, Nu-Mac Mfg. Co.
 CALROAD, flatiron, General Electric Co.
 CAL'S CHARGE, wet or dry charge soap, Caled Products Co., Inc.
 CALSLITE, pipe-covering blocks, Ruberoid Co.
 CAL-SIZE, liquid or powder sizing, Caled Products Co., Inc.
 CAL-STRIP, titanium stripper, Caled Products Co., Inc.
 CAL-TEX, saponified oil-solvent blend with soap, Caled Products Co., Inc.
 CALUS, SHOFTOWEL, dyestuff, Calusa Chemical Co.
 CAMELFORMS, laundry shells, Campbell Box & Tag Co.
 CAMELTAGS, laundry tags, Campbell Box & Tag Co.
 CAMERO, starch, A. E. Staley Mfg. Co.
 CAMERON, iron-roll-Rand Co.
 CAMP EPOXY FLOOR, floor repairing and resurfacing, The Camp Co.
 CAMPBELL MICRONETIC, water and signal alarms, J. A. Campbell Co.
 CANTON, stokers, steam generators, power plant equipment, Canton Stoker Corp.
 CAPITAL, marking tags, U. S. Marking Tag Co.
 CAPITAL, posters, streamers for window display, Capital Poster Service
 CAPITOL, paint and grease remover, Allen & Vickers, Inc.
 CARBO, laundry chemical, Diamond Alkali Co.
 CARBO-DUR, activated carbon, Permutit Co.
 CARBONOT, insulation, General Electric Co.
 CARBON-TET, synthetic cleaning fluid, E. I. du Pont de Nemours & Co., Inc.
 CARBO-SOUR, laundry sour, Diamond Alkali Co.
 CAROVAN, light truck body, Pacific Car & Foundry Co.
 CARDOGRAPH, addressograph machine, Addressograph-Multigraph Corp.

CAREY, bathroom cabinets, Philip Carey Mfg. Co.
 CAREYDUCT, asbestos cement pipe, Philip Carey Mfg. Co.
 CAREY-SOTE, asbestos cement board, Philip Carey Mfg. Co.
 CAREY'S SALT, salt tablets, dispensers, Carey Salt Co.
 CARGILLE-WAGNER, distilling unit for drycleaning, General Clarifier Corp.
 CARLTONITE, synthetic detergent laundry washing compound, Carlton Chemical Co., Inc.
 CARMET, cemented carbide metal, Allegheny Ludlum Steel Corp.
 CAR-NA-CRETE, rubber floor enamel, Continental Car-Na-Var Corp.
 CAR-NA-LAC, self-polishing heavy-duty floor wax, Continental Car-Na-Var Corp.
 CAR-NA-VAR, upholstery and carpet cleaning machine, liquid spirit wax requiring buffing, Continental Car-Na-Var Corp.
 CAROLIN CLEANING CONCENTRATE, carpet and rug cleaning compound, upholstered furniture cleaning compound, carpet and upholstery spotting agent, Carolyn Chemical Co.
 CAROVAN, truck bodies for use on Chevrolet or GMC chassis, Universal Body Sales, Inc.
 CARRIER, industrial heating, refrigerator systems, Carrier Corp.
 CARRY-ACK HANDLES, shirt package or bachelor bundle carrying handle (gummed tape), Carry Pack Co., Ltd.
 CARRY PACK DISPENSERS, for Carry Pack handles and gum tape (dispensers loaned), Carry-Pack Co. Ltd.
 CARSPUN, nylon press cloth, Carson Textile Co.
 CAR-TAIL, double size platform type collector cart for soiled linen, Paul O. Young Co.
 CASCADE, mechanical unloading washer, laundry washers, automatic washing control, American Laundry Machinery Co.
 CASCADEX, laundry washer-extractor, American Laundry Machinery Co.
 CASH-ACME, valves, regulators, A. W. Cash & Mfg. Corp.
 CASHMERE BOUQUET, soap, Colgate-Palmolive Co.
 CASH'S, woven names, labels, markers, tape, J. & J. Cash, Inc.
 CATCH-ALL, vacuum cleaners, Certified Chemical & Equipment Co.
 CATERPILLAR, diesel engine, Caterpillar Tractor Co.
 CAT TONGUE, press plate for wools, Bishop Freeman Co.
 CAU-FLAN, flannel cotton pads, X. S. Smith, Inc.
 CAUSUL, metal gate valves and cocks, Lunkenheimer Co.
 C-B SYSTEM, condensate booster system, Cochran Corp.
 CEDAR SHIELDS, storage bags, paper, various grades and colors, Rassenfoss Bag Co., Inc.
 CEGLIN, finish for textiles, Sylvania Industrial Corp.
 CELANESE, dyes, American Aniline Products, Inc.
 CELA-SOL, paint remover, National Cleaners Chemical Mfg. Co.
 CELATINT, tints for acetate yarn, American Aniline Products, Inc.
 CELATOM, filter powder, Eagle-Picher Co.
 CELITE, diatomite filter aid, Johns-Manville
 CELLO-SAVER, tape sealing machine for cellophane tape, Time Savers, Inc.
 CELORU, cellophane bags, Time Savers, Inc.
 CELEFORM, spotter, Keystone Aniline & Chemical Co., Inc.
 CEMENTKOTE, heavy duty oil base cement paint, Tropical Paint & Oil Co.
 CENTRALATE, soap builder, Central Soap Co.
 CEN-TRA-VAC, centrifugal refrigeration compressor, Trane Co.
 CENTURY, motors, generators, Century Electric Co.
 CENTURY, synthetic drycleaning machine 70 to 100% per load, Vic Mfg. Co.
 CENTURY BRAND SODIUM PERBORATE, N.F., mild oxidizing bleach, Eaton Chemical & Dyestuff Co.
 CEPIL, water conditioning unit, Cepi-American, Inc.
 CEPI AUTOMATIC, flow controls for water, Cepi-American, Inc.
 CERTIFIED, low-titer neutral soap flakes, Armour & Co.
 CERTIFIED MOTHPROOFING CONCENTRATE, rug mothproofing, Certified Chemical & Equipment Co.
 CERTIFIED PILE BRUSH, nap and pile brush, Certified Chemical Equipment Co.
 CERTIFIED SOLID, neutral solid pack crutcher soap, Armour & Co.
 CERTIFIED SOUR, rust removing sour, Speedlite Chemicals Co., Div. Patek & Co.
 CERTIFIED SPEEDMASTER, on-location shampoo machine, Certified Chemical & Equipment Co.
 CESCO, soap, Central Soap Co.
 CETIC-X SOUR, odorless liquid sour, Warco Laboratories, Inc.
 C-50, drycleaning soap, Nu-Pro Mfg. Co.
 CHACE, automatic washer valves, Chace Valve Div., American Laundry Machinery Co.
 CHAINVEYOR, light capacity overhead power and manually operated conveyors, Chainveyor Corp.
 CHALLENGE, automatic conveyor loader, Challenge-Cook Bros., Inc.
 CHALLENGE DRYNATIC, tumblers, Challenge-Cook Bros., Inc.

- CHALLENGER, all types fire extinguishers, American-La France-Foamite Corp.
- CHALLENGER, nylon laundry nets, Whitehouse Nylon Products
- CHALLENGER, stokers, Link-Belt Co.
- CHAMPION, washers and laundry extractors, H. C. Keel Co.
- CHAMP CLEANER, fur cleaner, Nycoco Products Co.
- CHAMPION, automatic tying machine, cable cord, Thomaston Mills
- CHAMPION, monel press pad, Resillo Press Pad Co.
- CHAMPION, nylon net, Whitehouse Nylon Products
- CHAMPION CASCADE, laundry washer, American Laundry Machinery Co.
- CHANDLER, button, sewing, tailoring, darning and mending, cuff tacking, blind stitch, Chandler Machine Co.
- CHANGE MASTER, multiple coin changers, Standard Change Makers, Inc.
- CHANGE-O-MATIC, automatic work clothes dispenser, Change-O-Matic Corp.
- CHARCOTE, neoprene rubber, coating rust inhibitor, Charleston Rubber Co.
- CHARGAID, dry spotter for charge cleaning, Eaton Chemical & Dyestuff Co.
- CHARGIT, drycleaning detergent with chlorophyll test kit, Nu-Pro Mfg. Corp.
- CHARKOTE, activated carbon, General Clarifier Corp.
- CHASE, brass and copper products, Chase Brass & Copper Co.
- CHASER, spot remover, Dello Products Co.
- CHAT, detergent, General Aniline & Film Corp., Special Products Sales Div.
- CHATILLON, scales, John Chatillon & Sons
- CHATTANOOGA, stainless steel carts, chutes, tables, shelves and tanks, Chattanooga Pharmaceutical Co., Inc.
- CHEK-TAG, drycleaning identification system, Best Form Co.
- CHEMKLOS, work clothing, Mine Safety Appliances Co.
- CHEM-O-FEEDER, constant rate proportioning pump, Proportioners, Inc.
- CHEMPUMP, centrifugal pump, Chempump Corp.
- CHEMWEAR, acid and caustic resistant work clothing, M. Setlow & Son, Inc.
- CHEVCO, belt cleaner, Samuel Chevin Co., Inc.
- CHEVROLET, motor trucks, Chevrolet Motor Div., General Motors Corp.
- CHEVRON-TREDS, molded heavy duty rubber stair treads, American Floor Products Co.
- CHEX, laundry mildewproofing agent, Cidex Corp.
- CHIC, sizing for wetcleaning, Patek & Co.
- CHICAGO, laundry machinery, Chicago Dryer Co.
- CHICAGO CYCLE-MATIC, washers and extractors, Chicago Dryer Co.
- CHIEF, truck tires, Mohawk Rubber Co.
- CHIEF COMMERCIAL, truck tires, Mohawk Rubber Co.
- CHIEFTAN, nylon laundry net, Whitehouse Nylon Products
- CHIEF 20, handkerchief ironer, Huebsch Div., American Laundry Machinery Co.
- CHIEF 25, handkerchief, napkin ironer, Huebsch Div., American Laundry Machinery Co.
- CHIFFON, miniature bar soap, Armour & Co.
- CHILL-AIR, suitcase window-exhaust, National Engineering & Mfg. Co.
- CHINALINE, quick-drying enamel, Barreled Sunlight Paint Co.
- CHLORESCO, bleach (calcium hypochlorite), Cowles Chemical Co.
- CHLOR-O-CEL, sweetener, filter powder, Johnsonville
- CHLOR-O-FEEDER, constant rate proportioning pump, Proportioners, Inc.
- CHLOROTHENE-NU, degreasing solvent, Dow Chemical Co.
- CHLOROWHITE, high phosphate laundry soap, New South Mfg. Co., Inc.
- CHIOCTAW, soap builder, Wyandotte Chemicals Corp., J. B. Ford Div.
- CHLORMALOX, electric heating equipment, Edwin L. Wiegand Co.
- CHROMASOID, anti-corrosion tank lining compound, Fred H. Schaub Engineering Co.
- CHROME CONCRETE, chrome base refractory concrete, Mexico Refractories Co.
- CHROMIX, refractory material, Quigley Co., Inc.
- CHROMOTEX, rug cleaning detergent, Endress Chemicals, Inc.
- CHRYSLER-AIRTEMP, furnaces, boilers, heaters, stokers, Chrysler Corp., Airtemp Div.
- CIDEX, mildew preventative, deodorant, mothproofing agent, Cidex Corp.
- CIMATAG, printed tags and marking tags, Cincinnati Marking Tag & Supply Co.
- CIMCO, cement applied to inner surface of tank, Ford Tank Maintenance Co.
- CINCH, perspiration and grease spotter, Caled Products Co., Inc.
- CINDY LOU, steam air finisher, garment, United Brass Works, Inc.
- CINO, carpet, laundry and drycleaning tags, black marking ink, Fleischer Mills, Inc.
- CISSELL, boards, boiler feeds, boiler return systems, cuff brusher, driers, drycleaning and laundry tumblers, garment conditioners and sleeve finisher, irons, spotting units and boards, sprays, W. M. Cissell Mfg. Co., Inc.
- CLAIM-SAVER, F. W. I. cloth bundle separators, F. H. Bonn Co.
- CLAIRANESE, cover cloth, Lewis National Corp.
- CLAMCO "SLIP-ON," hanger clips, Cleveland Lathe & Machine Co.
- CLARCO, unit heaters, Clarage Fan Co.
- CLARK 60, traps, valves, Clark Mfg. Co.
- CLARKE, floor maintainers, rug shampoo machines, heavy duty, Clarke Floor Machine Co.
- CLAYBRITE, machine clay coated paperboard, Cornell Paperboard Products Co.
- CLAYTON, steam generators, feed water pump, water heater, Clayton Mfg. Co.
- CLEAN CHARGE, drycleaning detergent, charge system, Davies-Young Soap Co.
- CLEANCUT, pinkers, Maxant Button & Supply Co.
- CLEAN 'N GO, re-usable impregnated cloth-paper for "spot" cleaning and refreshing of leather garments, Suede & Leather Refinishers of America
- CLEANSER 600, alkali cleanser, Solvay Process Div., Allied Chemical Corp.
- CLEANSERTAG, marking tag material, Hollingsworth & Vose Co.
- CLEANWELL, promoted synthetic detergent, Speedlite Chemicals Co., Div. Patek & Co.
- CLEAR-O-STRIPPER, strippers, Johnson Chemical Industries, Inc.
- CLEARSIZE, laundry starch, National Starch Products, Inc.
- CLEARTEX, laundry starch, National Starch Products, Inc.
- CLEAR-VIEW, plastic rolls and bags, Clear View Packaging Co.
- CLEAVER-BROOKS MONITOR, steam generators, boilers, Cleaver-Brooks Co.
- CLENA-FORM NO. 2, cleaner, polisher and lubricator for shirt units and body presses, College Chemical Co.
- CLENESCO, alkaline and acid type cleaner, Cowles Chemical Co.
- CLENTAL, detergents, H. Kohnstamm & Co., Inc.
- CLEVELAND, rug and laundry machinery, Cleveland Rug Cleaning Machinery Co.
- CLIMAX, overall marking tag, Risdon Mfg. Co.
- CLINTON, laundry starches, Clinton Corn Processing Co.
- CLINTON, rug sizing, Clinton Foods Inc.
- CLINTON 5L, thick boiling starch, Clinton Foods Inc.
- CLIP-A-TAPE, gummed-tape dispenser, Ideal Stencil Machine Co.
- CLIPPER, belt-lacing equipment, belt cutters and fasteners, Clipper Belt Lacer Co.
- CLIPPER, wire lacing, belt lacers, belt cutters, I. B. Williams & Sons
- CLIX, belt organizer, Time Savers, Inc.
- CLO-O-DO, refresher, Fumol Corp.
- CLOMAX, balanced detergent, Wyandotte Chemicals Corp., J. B. Ford Div.
- CLOPAY, hanger protectors, dress guards, Clopay Corp.
- CLOPAY SANITEX, garment storage bags, Clopay Corp.
- CLORAFIN, chlorinated paraffin, Hercules Powder Co., Huron Milling Div.
- CLOREZE, organic-type bleach, Pennsalt Chemicals Corp.
- CLOSOSHEEN, drycleaning detergent, Riverside Mfg. Co.
- CLOTHES-A-CLEAN, combination washer-extractor laundry washer, rinsing extractor, Forse Corp.
- C M FULLER, hoists, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
- COACHMASTER, truck delivery bodies, Unisteel Body Co.
- COAGULATOR, rapid combination mixing chamber and settling basin, Hungerford & Terry, Inc.
- COAL-CHUTER, belt conveyors, New London Engineering Co.
- COASTAL BRAG, drycleaner and spotter, Coastal Chemical Corp.
- COASTAL DRI-SPOT, drycleaner and spotter, Coastal Chemical Corp.
- COASTAL HI-LENE, upholstery drycleaner, Coastal Chemical Corp.
- COASTAL HI-TEX, rug and upholstery shampoo, Coastal Chemical Corp.
- COASTAL TONE-UP COLORS, color refresher and renewer, Coastal Chemical Corp.
- COATES, electric boiler, Coates Electric Mfg. Co.
- COAT RETAINER, prevents sagging, holds lapels in place, Coat Retainer Co.
- COAT-SEAL, interior wall coating, Steelcote Mfg. Co.
- COBEKO, leather belting, cement, Cornell Belting Co.
- COCHECO, flat leather belting, belt cement, I. B. Williams & Sons
- COCHIN SEB, solvent and synthetic wetting agent, E. F. Drew & Co., Inc.
- COCHRANE, separators, heaters, blow-off valves, traps and meters, water filters, softeners, purifiers, Cochran Corp.
- COCOANUT OIL, paste soap, National Cleaners Chemical Mfg. Co.
- COCOGEL, wetcleaning soap, E. F. Drew & Co., Inc.
- COCOZOP, coconut oil, wetcleaning paste soap, Package Chemical Co., Inc.
- CODETAPER, tape dispenser with tape printer, Better Packages, Inc.
- COIN CHANGER, coin changers, Clesco National, Inc.
- COIN COUNTER-SORTER, Standard Change-Makers, Inc.
- COIN-OP PRESS, coin operated electric apparel press, Forse Corp.
- COLCOT, press padding flannel, Southern Mills, Inc.
- COLDSPRAY, built soap for cool-water washing, Keever Starch Co., Keever Beach Div.
- COLDWATER NAPTEX, laundry soap, E. F. Drew & Co., Inc.
- COLD WATER OZONITE, cold-water soap, Procter & Gamble Distributing Co.
- COLD WATER SOL SUDS, soap, Lewis National Corp.
- COLE, leather and suede cleaners and dyers, Cole Leather Cleaners of America
- COLESCO, complete low foaming synthetic detergent, Cowles Chemical Co.
- COLGATE CONCENTRATED, liquid soap, Colgate-Palmolive Co.
- COLGATE FORMULA 20, 25, 40, neutral soap flakes and granulated built soap, Colgate-Palmolive Co.
- COLGATE LOW FOAM, detergent, Colgate-Palmolive Co.
- COLGATE WHITE, flake and granulated neutral white soap, Colgate-Palmolive Co.
- COLLARIGHT, collar ironer, shirt-folding machine, Key-Tag Checking System Co.
- COLLA-RITES, collar supports, M. H. Gronauer Co.
- COLLARMASTER, collar pressing machine, Hoffman International Inc.
- COLOR BRITE, soap, Lewis National Corp.
- COLORBRITE, rug and upholstery cleaner, Edelmuth Mfg. Chemists
- COLORFIX, stripping agent, Stauffer Chemical Co.
- COLORFLEX, leather finisher, H. Kohnstamm & Co., Inc.
- COLORFLEX, leather finishes, top finish gloss & top finish thinner, top finish, dull or gloss, Eaton Chemical & Dyestuff Co.
- COLOR-GO, powdered stripping agent, A. L. Wilson Chemical Co.
- COLOR KEEP, fixative for dye, North American Chemical Corp.
- COLORLUME, drycleaning soap, Fry Bros. Co.
- COLOR SET, for rugs, Johnson Chemical Industries, Inc.
- COLORSOUT, powder color stripper, Washine National Sands, Inc.
- COLOR SPARK, break powders, Wyandotte Chemicals Corp., J. B. Ford Div.
- COLORSUDS, low-temperature soap, H. Kohnstamm & Co., Inc.
- COLORTOP, plug fuses, Trico Fuse Mfg. Co.
- COLOR VERSE, stain-a-way, Warco Laboratories, Inc.
- COLOSSAL COVERS, 40" wide heavy weight plastic bags, James R. Sherman Plastics Corp.
- COLOYOLT, fluorescent lamps, fixtures, General Luminescent Corp.
- COLSON, wheels, casters, trucks, Colson Corp.
- COLTIX, cold-water soap, medium pH, E. F. Drew & Co., Inc.
- COLUMBIA, activated carbon, Union Carbide Chemicals Co.
- COLUMBIA, blindstitch machines, Columbia Sewing Machine Corp.
- COLUMBIA, high pressure steel boilers, Columbia Boiler Co. of Pottstown
- COLUMBIA, drycleaning extractors, used and rebuilt machinery, puff irons, valves, Columbia Laundry Machinery Co.
- COLUMBIA, drycleaning unit, solvent saver, Columbia Appliance Corp.
- COLUMBIA BF, puff iron, Columbia Laundry Machinery Co.
- COLUMBIA GEM, extractor, Columbia Laundry Machinery Co.
- COLUMBIA HRT, oil or gas fired boiler, Columbia Boiler Co. of Pottstown
- COLUMBIA-SOUTHERN, detergents, chemicals, Columbia-Southern Chemical Corp.
- COMBATT-C, corrosion preventative, Adrian Research & Chemical Co.
- COMBINATION, cellophane bags for shirts and sweaters, Clear-View Packaging Co.
- COMBINATION, continuous towel cabinet, Steiner Co.
- COMBINATION OFFSET, silk finishing press, Excelsior Machinery Co.
- COMBINER CLIPS, assembling clips, Larton Products Co., Inc.
- COMBINETS, laundry nets and fabrics, Davis Mills, Inc.
- COMBINO, padding for flatwork ironers, net, Timine, Brown & Co.
- COMBO, combination checking desk, bag storage unit and garment bagger, Rodin Machinery Co., Div. Rodin Bros.
- COMBUSTIONEER, automatic coal burner, humidifiers, Steel Products Engineering Co.
- COMBY-R, laundry nets, Davis Mills, Inc.
- COMCO, water heater, Commercial Heater Co., Inc.
- COMET, electric hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
- COMET, extractors, Hammond Laundry-Cleaning Machinery Co.
- COMET, nylon nets, Gibraltar Fabrics, Inc.
- COMET, shirt finishing unit, Unipress Co., Inc.
- COMET, washing machine, metal, laundry, Henri Laundry Machinery Co.
- COMMANDER, steel framed platform hand trucks, Fairbanks Co.
- COMMERCIAL, soap, Rome Soap Mfg. Co.
- COMPACT, low-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
- COM-PAT, soluble fine granular bleach, Martens Chemical Corp.

COMPLETE, laundry soaps, Fry Bros. Co.
 COMPINO, cotton nets, Tingle, Brown & Co.
 COMPO, fiber marking tags, Fleicher Mills, Inc.
 COMPO, marking tags, U. S. Marking Tag Co.
 COMPOUND 40, general formula spotter, Keystone Aniline & Chemical Co., Inc.
 CONCENTRATE 1900, batch system detergent concentrate, Lustral Chemicals Products, Div. Patek & Co.
 CONCO, stokers, Conco Engineering Works, Div. H. D. Conkey & Co.
 CONDO, belts, Revolite Div., Raybestos-Manhattan, Inc.
 CONCORD, air-operated drycleaning press, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 CONCORD, wax emulsions, Concord Chemical Co., Inc.
 CONDO-VAC, return-line vacuum pumps for heating systems, Chicago Pump Co.
 CON-D-TEX, mothproofing agent, Research Laboratories Corp.
 CONDUCTIVITY CONTROL, moisture control for charge systems, R. R. Street & Co., Inc.
 CONE, towels, diapers and gabardine twill, Cone Mills Inc.
 CON-SECU-TAG, identification systems, invoice, combination, marking, and printed tags, Liberty Marking Tag Co., Inc.
 CONSEC-U-VEYOR, call office conveyors, garments, White Machine Co., Inc.
 CONSTELLATION, 2- and 3-girl shirt finishing units, Unipress Co., Inc.
 CONTINENTAL AUTOMATIC BOILER, steam generators and packaged boilers, Boiler Engineering & Supply Co., Inc.
 CONTINENTAL 18, self-polishing heavy-duty liquid floor wax, Continental Co.-Va-Vac Corp.
 CONTINUOUS FLOW, washer, Bill Glover, Inc.
 CONTIN-U-RAIL, rail parts and fittings for speed rail, White Machine Co., Inc.
 CONTIN-U-VEYOR, mechanized garment hanger and trolley conveyor, White Machine Co., Inc.
 CONTOUR, hanger guards, Time Savers, Inc.
 CONTOUR TRENTWELD, welded pipe and tubing, Crucible Steel Co. of America
 CONVAIR, converts foot press into air-operated press, New York Pressing Machinery Corp.
 CONVEY-MASTER, call office conveyor, Forse Corp.
 COOK EXTRACTOR, extractors, laundry, Cook Machinery Mfg. Co., Inc.
 COOK WASHETTE, open end washer, Cook Machinery Co., Inc.
 COOLAIR, fans, ventilating systems, American Coolair Corp.
 COOLIDGE, pad savers, Ink-O Products Co.
 COOLIDGE GRID, press pad, John E. Coolidge Co.
 COOPER-BESSEMER, compressors, diesel and gas engines, Cooper-Bessemer Corp.
 COORDINATED PROCESS CONTROL, automatic control, Bristol Co.
 COPALITE, interior varnish, Barreled Sunlight Paint Co.
 COPR-TUBE, copper tube fittings, Dresser Mfg. Div., Dresser Industries, Inc.
 CORONET, synthetic solvent drycleaning unit, Dretex Chemical Industries, Inc.
 CORRUFLEX, expansion joint, American District Steam Co., Inc.
 CORVAC, vacuum cleaners, Certified Chemical & Equipment Co.
 COST CUTTER CONVEYOR, belt conveyors, New London Engineering Co.
 COTE, fabric softener and static control, Wyandotte Chemicals Corp., J. B. Ford Div.
 COTTAGE, steel direct-fired water heater, oil-gas, Keweenaw Boiler Corp.
 COTTONBLOSSOM, flatwork ironer padding and canvas baskets, Southern Mills, Inc.
 COUNTERBOY, gummed tape dispensers, label moisteners, Better Packages, Inc.
 COUNTER DEMONSTRATION KIT, demonstration kit, R. R. Street & Co., Inc.
 COUNTERFLOW, automatic 10-washer counter-flow laundering unit, International Laundry Equipment Co.
 COUNTERVEYOR, counting conveyor, Leebaw Mfg. Co.
 COUNTRY BOY, steam spotter, Dello Products Co.
 COVCO, poster frames, Coventry Products Co., Inc.
 COVERALL-MATICS, dual-profit unit, combination waterproofing and sizing machine, Colmac Industries, Inc.
 COV-EZ, garment hanger shields, Larton Products Co., Inc.
 COVERDUX, cotton roll covers, Tingle, Brown & Co.
 C.P.C. COLLAR FORM R, heated collar shaping block assembly, Time Savers, Inc.
 C.P.C. LA-DOWN STAZI, collar support for flat collar, Time Savers, Inc.
 CRANE, plumbing fixtures, Crane Co.
 CRAVA-KLEEN, drycleaning detergents, charge type, Cravenette Co., U. S. A.
 CRAVASET, drycleaning sizing and finishing agent, Cravenette Co., U. S. A.
 CRAVENETTE, water repellent and silicone finishes, Cravenette Co., U. S. A.
 CREAM FINISH, starch lubricant, Lewis National Corp.
 CRESCENT, belt fasteners, plates, rivets, rivet extractors, Crescent Belt Fastener Co.
 CRESCENT, laundry chemical specialty items, Hood Chemical Co., Inc., Crescent Div.

CRESCENT, try-cocks, Wright-Austin Co.
 CREST, nylon knitted laundry nets, Fablok Mills, Inc.
 CREST, starch, A. E. Staley Mfg. Co.
 CRESTEX, sour, Hood Chemical Co., Inc., Crescent Div.
 CRISP, water soluble sizing, Stamford Chemical Co.
 CROSBY, gauges, valves, Crosby Steam Gauge & Valve Co.
 CROSS FOLDER, gives two cross folds to large flat work, Hydraxor Co.
 CROTON, flameproofing compound, Croton Chemical Corp.
 CROWN, electric-steam irons, steam generators, electric irons, Crown Mfg. Co.
 CROWN, laundry nets, Davis Mills Inc.
 CROWN, starch, A. E. Staley Mfg. Co.
 CROWN ROYAL #1, detergent for wet spotting, Anscott Dry Cleaning Products, Inc.
 CROWN ROYAL #2, all purpose spot remover, Anscott Dry Cleaning Products, Inc.
 CRUCAST, steel castings, Crucible Steel Co. of America
 CRUCIBLE, stainless steel laundry equipment, Crucible Steel Co. of America
 CRUSADER, nets, cover cloth, double-face flannel, cover duck, Egan Cotton Mills
 CRUSCA, drill steel, Crucible Steel Co. of America
 CRISTAMET, pentahydrate sodium metasilicate, Cowles Chemical Co.
 C/S DETERGENT, charged system detergent, Adrian Research & Chemical Co.
 CUB JR., steam trap, Wright-Austin Co.
 CUFF BRUSHER, rotary cuff cleaner, Excelsior Machinery Co.
 CUFF RITE, french cuff folding unit, floor and table top unit, City Machine Co.
 CUFF TACKER, sewing machine, Chandler Machine Co.
 CULLIGAN, water softening and conditioning equipment, Culligan, Inc.
 CUMMINGS-LANDAU, laundry equipment, Cummings-Landau Laundry Machinery Co., Inc.
 CURE-CRETE, concrete curing agent, The Peters Co., Div. Toledo Paint & Chemical Co.
 CURRY, feed ribbons, J. W. Curry Co.
 CURTIS, air conditioners, compressors, condensers, hoist tanks, Curtis Mfg. Co.
 CUSHNUP, buk-cover and buk-pad set, Bishop Freeman Co.
 CUSTOM, electric steam generators, Custom Engineering Co.
 CUSTOM, shoulder finisher and shaper, Hopkins Equipment Co.
 CUSTOM-AIR, large building heating and cooling equipment, Trane Co.
 CUTLER-HAMMER, electrical equipment, motor control, Cutler-Hammer, Inc.
 C. W. NOKOMIS, laundry soaps, Minnesota Chemical Co.
 CYANEGG, sodium cyanide, E. I. du Pont de Nemours & Co., Inc.
 CYCLAMATIC, laundry washer control, American Laundry Machinery Co.
 CYCLO, heavy prespotter, R. R. Street & Co., Inc.
 CYCLONE, exhaust head, Wright-Austin Co.
 CYCLONE, hand power hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 CYCLONE, washer, Henrici Laundry Machinery Co.
 CYCLONE CONVEYORS, pneumatic conveyors, Eastern Cyclone Conveyor Systems, Inc.
 CYCLONE COUNTING MACHINES, automatic counters for towels, diapers, etc., Eastern Cyclone Systems, Inc.
 CYCLOPS, needle bearing, Roller Bearing Co. of America
 CYCLO "S," soapless prespotter, R. R. Street & Co., Inc.
 CYCLOTHERM GENERATORS, package type boiler, hot water generators, Cyclotherm Div., National U. S. Radiator Corp.
 CYLON, wetcleaning detergent, Patek & Co.

D

D & R CONTROLS, time & temperature tumbler controls, D. & R. Controls
 DGT, laundry and drycleaning tumblers, Western Laundry Machinery Co.
 DA-CO, chemicals, cleaners, Davis-Weil Mfg. Co.
 DACRONYL, expander blade pad-covers, F. H. Bonn Co.
 DACRONYL, single faced nylon dacron flannel pads, F. H. Bonn Co.
 DACROTUX, dacron ironer cover cloth, X. S. Smith, Inc.
 DAILY DELIVERY, marking tags, Pittsburgh Tag Co.
 DAMASCITE, ferrous-base machine parts, Ampex Div., Chrysler Corp.
 DAMIT, pipe joint compound, Quigley Co., Inc.
 DAMP-TEX, enamel, Steelcote Mfg. Co.
 DANDUX, canvas baskets, hampers, bags, trucks, C. R. Daniels, Inc.
 DANEX, canvas baskets, hampers, bags, trucks, C. R. Daniels, Inc.

DARCO, activated carbon, Atlas Powder Co.
 DARNELL, wheels, casters, gliders, rubber bumpers, Darnell Corp., Ltd.
 DART PICKUP, truck (½-ton pickup) lb., Dodge Div., Chrysler Corp.
 DASH 120'S COIN VENDED SIZE, coin vended Dash, Procter & Gamble Distributing Co.
 DATERETTE, dating machine, American Numbering Machine Co.
 DATES, dacron ironer roll cover cloth, Gibraltar Fabrics, Inc.
 DAVIS, controls, regulators, valves, Davis Regulator Co.
 DAVIS, first-aid and emergency equipment, Davis Emergency Equipment Co., Inc.
 DAVIS FABRIC RENEWING PLATE, press plate, Bishop Freeman Co.
 DAVIS, overall tags, Keyes-Davis Co.
 DAVIS, shirt unit, Prosperity Co., Div. Ward Industries Corp.
 DAVIS NETS, laundry nets, Davis Mills Inc.
 DAVIS OVERALL TAG, brass permanent marker, Keyes-Davis Co.
 DAVIS TAG, permanent overall marker, Keyes-Davis Co.
 DAVIS Z, laundry net, Davis Mills Inc.
 DAVOTEX, leather cleaning and redyeing, C. O. D. Cleaning & Dyeing Co.
 DAY-SOL, chlorinated solvent drycleaning soap, Davies-Young Soap Co.
 DC FILTROL, absorbent filler powder, Filtrol Corp.
 DCT-4, dry cleaning tumbler, Western Laundry Machinery Co.
 DEAL LINE, laundry trucks, carts, racks, Deal Products, Inc.
 DEAN HILL, centrifugal industrial power pumps, steam turbines, Dean Hill Pump Co.
 DEAL, water softener, Washine Chemical Corp.
 DEEL-COMANIA, trucks, lettering, pictorial, nameplates, window signs and valances, Meyer-cord Co.
 DEENATE, insecticide, E. I. du Pont de Nemours & Co., Inc.
 DEFENDER, regulators, recording instruments, Defender Instrument & Regulator Co.
 DEFENDER, steel pins, safety pins, hanger assembly clips, Oakville Co. Div., Scoville Mfg. Co.
 DEFLOC, laundry detergent, Cowles Chemical Co.
 DEHYDRATINE 2A, water repellent, A. C. Horn Co., Inc.
 DEKALB, truck bodies, delivery, DeKalb Commercial Body Corp.
 DELIBEL, ink remover, Warco Laboratories, Inc.
 DE-LIMER, lime solvent, E. F. Drew & Co., Inc.
 DELIVERY PANEL BODIES, delivery truck bodies for chassis with Cowl motor truck, Boyertown Auto Body Works
 DELIV-ALL, delivery truck, Marmon-Herrington Co., Inc.
 DELLO, rust and stain remover, Dello Products Co.
 DELLOSOAP, drycleaning soap, Dello Products Co.
 DELUXE, asbestos press covering, F. H. Bonn Co.
 DE LUXE, uniforms, Shane Uniform Co., Inc.
 DELUXE MIRZA, automatic rug cleaning machine, American Laundry Machinery Co.
 DE LUXE STRING, cord, Milwaukee Printed String Co.
 DEMING, pumps, Deming Co.
 DEMOTHOL, mothproofing agent, Signal Chemical Mfg. Co., Inc.
 DENOMINATOR, tabulating machines, Denominator Company, Inc.
 DEODOR, deodorant, Dello Products Co.
 DEODOR, deodorant, Patek & Co.
 DEODORIZED APCO 125, drycleaning naphtha, Anderson-Prichard Oil Corp.
 DESOIL, laundry cleaning compound, Cowles Chemical Co.
 DE SOLV, oil, paint and grease spotter, Benda Products, Inc.
 DESTAINER, penetrating soap, A. L. Wilton Chemical Co.
 D'ESTE, automatic regulating valves, strainers, etc., D'Este Div., Kaye & MacDonald, Inc.
 DETAMIDE, diethyltoluamide insect repellent, Cowles Chemical Co.
 DETECTO, scales, Detecto Scales, Inc.
 DETERGENT N, drycleaning soap, Allen & Vickers, Inc.
 DETERGENT 22, drycleaning detergents, Hope Chemical Corp.
 DETERGEX, wetcleaning detergent, Dizo Co.
 DETERSYN, detergent for use with chlorinated solvents, Riverside Mfg. Co.
 DETEX, watchmen's clocks, Detex Watchclock Corp.
 DETREX, drycleaning equipment, B. & G. call office conveyors, baggers, Dretex Chemical Industries, Inc.
 DETREX PERK, perchlorethylene, Dretex Chemical Industries, Inc.
 DETROIT, belt lacers, belt cutters, Detroit Belt Lacer Co.
 DETROIT, valves, W. M. Chase Co.
 DEVILBISS, compressors, spray guns, hose, Devilbiss Co.
 DEWEY-SHEPARD, gas and oil fired boilers and water heaters, base-panel radiation, winter-summer air conditioner, Dewey-Shepard Boiler Co.
 DEX, antiseptic agent, Signal Chemical Mfg. Co., Inc.

- DEXBEST, dacron ironer cover, Whitehouse Nylon Products
- DEXCO, dacron flatwork ironer cover, Whitehouse Nylon Products
- DEX-KNIT, dacron laundry net, Whitehouse Nylon Products
- DEXTAPE, dacron ironer tape, Whitehouse Nylon Products
- DIAL, miniature bar soap, Armour & Co.
- DIAL-A-MATIC CONVEYORS, laundry and drycleaning call office conveyors, Detrex Chemical Industries, Inc.
- DIAL-ETTE SELECTOR PANEL, call office conveyor control, Nu-Mac Mfg. Co.
- DIAL-MASTER, automatic washer control, Norman Control Co.
- DIAL-O-TIMER, laundry formula timer, Norman Control Co.
- DIAL-TROL, call counter conveyor control, National Marking Machine Co.
- DIAMO, stripper, stain remover, Lewis National Corp.
- DIAMOND, ball, revolving and swing joints, Diamond Metal Products Co.
- DIAMOND, chains, couplings, Diamond Chain Co., Inc.
- DIAMOND, knitted nylon nets, Whitehouse Nylon Products
- DIAMOND, water-treatment compounds, Oshkosh Filter & Softener Co.
- DIAMOND, wire garment hanger, Diamond Wire Hanger Co.
- DIAMOND ALKALI, washroom chemicals and detergents, laundry soaps and blue, Diamond Alkali Co.
- DIAMOND CHAMPION, nylon laundry net, Whitehouse Nylon Products
- DIAMOND LIQUID BLUE G, laundry bluing, Diamond Alkali Co.
- DIAMOND LIQUID BLUE R, laundry bluing, Diamond Alkali Co.
- DIAMOND DRYCLEANER, chlorinated cleaning solvent, Diamond Alkali Co.
- DIAMOND O & W COMPOUND, detergent, Diamond Alkali Co.
- DIAMOND T, motor trucks, Diamond T Motor Car Co.
- DIAMOND "W," laundry soaps, Los Angeles Soap Co.
- DIAPER STAIN REMOVER, stain remover, Johnson Chemical Industries, Inc.
- DIASAN, diaper sanitizer, H. Kohnstamm & Co., Inc.
- DIAZOCEL, for dyeing Celanese and acetate silks, American Aniline Products, Inc.
- DICALITE 7, anti-static filter powder, Dicalite Dept., Great Lakes Carbon Corp.
- DICALITE SPEEDPLUS, straight diatomite filter powder, Dicalite Dept., Great Lakes Carbon Corp.
- DICALITE SWEETENER, sweetener, filter powder, Dicalite Dept., Great Lakes Carbon Corp.
- DIETHL, electric motors, fans, Diehl Manufacturing Co., Div. Singer Mfg. Co.
- DI/EN, digester, John P. Lynch Co.
- DIGESTALL, digestive agents, Package Chemical Co., Inc.
- DIGESTEX, fortified enzymic digester, Lustral Drycleaning Products, Div. Patek & Co.
- DIGESTIT, enzymic digester, Riverside Mfg. Co.
- DI-MARK, property marking machine, National Marking Machine Co.
- DIPCRAFT, advertising balloons, Dipcrafit Mfg. Co.
- DIPLOMAT, synthetic solvent drycleaning unit, Detrex Chemical Industries, Inc.
- DIP-O-MATIC, water repellent dip tank, Hopkins Equipment Co.
- DIRTEX, IMPROVED, break compound, Patek & Co.
- DI-SAN, liquid disinfectant, Tower Chemical Sales
- DISAPPERO, spotting compound, Fry Bros. Co.
- DISCOVERY, handkerchief buffer, Huebsch Originators, Div. American Laundry Machinery Co.
- DI-SOLVENT, diluent for leather dyes, Nu-Pro Mfg. Co.
- DISPENSER BLEACH, bleach for laundromats, Johnson Chemical Industries, Inc.
- DISPENSER-PAK, garment bag dispensing unit, Kordite Co.
- DISPERSO, silk and wool drycleaning soap, Spix Products Co.
- DIS-PER-SOL, break powder, Thompson-Hayward Chemical Co.
- DISTILLENE, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
- DIVCO "DIVIDEND SERIES," trucks, Divco Truck Div., Divco-Wayne Corp.
- DIVCO MULTISTOP, delivery vehicles, Divco Truck Div., Divco-Wayne Corp.
- DIVERTI-FLO, automatic air controls, Manitowoc Engineering Co.
- DIVIDEND, delivery trucks, Divco Truck Div., Divco-Wayne Corp.
- DIX-E-HOLD, hangers, Marion Mfg. Co.
- DIXIE, aprons, Minnesota Chemical Co.
- DIXIE, laundry nets, Southern Mills, Inc.
- DIXIE, tags, tapes, trouser guards, collar supports, Dixie Hanger Co.
- DIXO, detergents, drycleaning soaps, grease, oil and paint remover, wetcleaning soap, Dixco Co., Inc.
- DIXOFORM, volatile dry spotter, Dixco Co., Inc.
- DIXON STEAM KING, Scotch marine boiler, Dixon Boiler Works
- DIXON WATERFALL, Scotch marine boiler, Dixon Boiler Works
- DIXOTEX, wet or dry spotter, Dixco Co., Inc.
- DIZOLV-IT, oil remover, Kliegman Bros., Inc.
- DO-ALL, built anionic, synthetic detergent, Armour & Co., Industrial Soap Dept.
- DOBBY, mothproofing concentrate, Jay-Dee, Inc., Mfg. Chemists
- DOCTOR BOILER, boiler water treatment compound, Doctor Boiler, Inc.
- DOCTOR SPOTGASTER, prespotter, Dello Products Co.
- DODGE TRUCKS, light, medium and heavy duty trucks, Dodge Div., Chrysler Corp.
- DODSON, business insurance, Bruce Dodson & Co.
- DOG TEX, treatment for cat and dog stains, Hild Floor Machine Co.
- D-I, controlled suds, Reslabs, Inc., Div. Linco Products Corp.
- DOPE REMOVER, for removal of glues, lacquers, airplane dope, Dixco Co., Inc.
- DORAN, hat machinery, Hatters Supply House, Inc.
- DOR TU DOR, Ford house to house delivery bodies, Universal Sales Inc.
- DOUBLE CHECK, zeolite water softener, Elgin Softener Corp.
- DOUBLE DUTY SOUR, sour and blue combinations, Diamond Alkali Co.
- DOUBLE-VALVE, blanket brusher, American Laundry Machinery Co.
- DOUBLEWEAR, apron duck, cover cloth, nets, Lewis National Corp.
- DOUBLE WING, collar support, Empire Card-board Corp.
- DOUGLAS, corn starch, thin boiling starch, Penick & Ford Ltd., Inc.
- DOVER DYPERCAN, deodorized diaper container, Dover Stamping Co.
- DOW, sodium hydroxide, chlorine, sodium carbonate, The Dow Co.
- DOWLENE, synthetic cleaning solvent, The Dow Chemical Co.
- DOWEX RESIN, water softening equipment, The Dow Chemical Co.
- DOWFUME V, fumigant, The Dow Chemical Co.
- DOWNY DIPE, textile softener liquid with germicidal agent for diapers, Marlyn Chemical Co., Inc.
- DOW-FER, synthetic solvent, perchlorethylene resins, Dow Chemical Co.
- DRAIN-DRI, collar drainers, Yeomans Bros. Co.
- DRAINTROL, condensation drainage device, Fred H. Schaub Engineering Co.
- DRAPER-EZE, blanket and drapery steam-air finisher, Draper-Eze Equipment Co.
- DRAPER-FORM, drapery steam finisher, Garment Finishing Equipment Co.
- DRESS-N-SPORT, dress and sport shirt folding machine, Bishop Freeman Co.
- DRESSER, clamps, couplings, fittings, Dresser Mfg. Div., Dresser Industries, Inc.
- DREST, paste type leather finish, Caled Products Co., Inc.
- DREW, ironer oil, E. F. Drew & Co., Inc.
- DREW 90 FLUID, DREW, soap plus medium pH alkali builder and water conditioner, E. F. Drew & Co., Inc.
- DREX-KLEEN, trichlorethylene solvent, Detrex Chemical Industries, Inc.
- DRI-BORD, steam-heated press boards, Kisco Boiler & Engineering Co.
- DRI-BRITE GLOSS, fur luster, Nycco Products Co.
- DRI-CLOR, granular chlorine bleach, Pennsalt Chemicals Corp.
- DRICO, air cleaners, filters, separators, strainers, Drico Industrial Corp.
- DRIEX, water-soluble water repellent, Keystone Aniline & Chemical Co., Inc.
- DRI-FLO DIRT, indelible laundry and drycleaning marking set, Dri-Flo Mfg. Co.
- DRI-HAND, dampener and moisture regulator, J. W. Steele & Co.
- DRI-RINSE, drycleaners' sour, Johnson Chemical Industries, Inc.
- DRISEAL, shirt bands, Driseal Co.
- DRI-SHEEN, alkaline detergent, Adco, Inc.
- DRI-SHEEN PROCESS, charged system method of cleaning, Adco, Inc.
- DRI SPOT, volatile dry spotter, Coastal Chemical Corp.
- DRI-STEAM, air cleaners, filters, separators, strainers, valves, Drico Industrial Corp.
- DRI-SUDZ, complete detergent, Cowles Chemical Co.
- DRI-SYN, drycleaning detergent, E. F. Drew & Co., Inc.
- DRI-TEX, drycleaning detergents, Spix Products Co.
- DRITHERM, infra-red heat lamps, North American Electric Lamp Co.
- DRI-TOP, ironing board, Bishop Freeman Co.
- DRI-TRI, anhydrous triiodine, A. R. Maas Chemical Co., Div. Victor Chemical Works
- DRI-VAC, vacuum system, presses, Rema Corp.
- DRO-GO, spotting agent, A. L. Wilson Chemical Co.
- DRIF-A-NUF, lubricant and spotting additive, Warner Laboratories
- DR. SPOTGASTER, prespotter, Dello Products Co.
- DRUCLOR, powdered hypochlorite bleach, E. F. Drew & Co., Inc.
- DRUM MASTER, fur cleaning drums, Walter Haertel Co.
- DRUMMOND, soaps, oils, detergents, Standard Soap Co., Div. Concord Chemical Co., Inc.
- DRUSOAP H, high-titer neutral soap, E. F. Drew & Co., Inc.
- DRUSOAP P, high-titer 98% neutral soap, E. F. Drew & Co., Inc.
- DRUZOL, heavy-duty detergent, E. F. Drew & Co., Inc.
- DRY-CAL-SIZE, liquid sizing for solvent sizing, Caled Products Co., Inc.
- DRY-CHEMICAL, fire extinguishers, American-La France-Foamite Corp.
- DRY CHLORESCO, dry bleach, Cowles Chemical Co.
- DRYCLEAN, spot remover, E. I. du Pont de Nemours & Co., Inc.
- DRYCO, spotting units, finishing equipment and steam condensers, Bishop Freeman Co.
- DRYCOMATIC, steam-electric iron, Bishop Freeman Co.
- DRYCON, dry size, Wallerstein Co., Div. Barter Laboratories, Inc.
- DRYER, by COOK, laundry tumbler, Cook Machinery Co., Inc.
- DRYERETTE, automatic laundry dryer-coin-operated-time operated, Hoyt Mfg. Corp.
- DRYERETTE, JR., automatic laundry dryer-coin-operated-time operated, Hoyt Mfg. Corp.
- DRYETTE, water repellent, Cravenette Co., U. S. A.
- DRY-EX, coolers, air, oil, water, Acme Industries, Inc.
- DRY-EX-SIZE-T, desizing agent for removal of starch-base sizes, Pabst Brewing Co., Industrial Products Div.
- DRYGESTER, dry spotter, Smith Bros. Co.
- DRYLITE, self-exhausting dust control oil, Cowles Chemical Co.
- DRY MASTER, clothes tumbler, National Dryer Inc. Co.
- DRYMASTER, drying cabinets, Hopkins Equipment Co.
- DRYMET, anhydrous sodium metasilicate, Cowles Chemical Co.
- DRY-O-MATIC, signal and alarm control for tumblers, Rosenthal Mfg. Co.
- DRY-O-ETH, anhydrous sodium orthosilicate, Cowles Chemical Co.
- DRY-O-WET, spot remover, Slater-Robbins Co., Inc.
- DRYSECO, anhydrous sodium sesquisilicate, Cowles Chemical Co.
- DRYSET, air vacuum systems, Lamson Corp., Blower Div.
- DRY-SIZE, dry size, R. R. Street & Co., Inc.
- DRY SPOTTER, substitute for chloroform (spotter), Allen & Vickers, Inc.
- DRY SPOTTER, volatile grease and paint remover, Lustral Drycleaning Products, Div. Patek & Co.
- DUAL, steam traps, American District Steam Co., Inc.
- DUALCRAFT, press pads, Padcraft Corp.
- DUAL-DUTY TAG-O-ELECTRIC, tag-marking and attaching machine, Textile Marking Machine Co., Inc.
- DUAL FILM-A-RECORD, micro-filming machine, Remington Rand, Inc.
- DUAL T-STAY, collar supports and protectors, Phoenix Products Co.
- DUBL-DUX, concentrated water repellent, dry side, Eaton Chemical & Dvestuff Co.
- DUBLECOTE MULTI-SHINGLES, asphalt roofing shingles, Barrett Div., Allied Chemical Corp.
- DUBLIFE, replacements for collars, cuffs, neckbands and trouser pockets, Dublic Collar Co.
- DUBL-PANEL, shirt bags, Bagcraft Corp. of America
- DUCCO, finishes, E. I. du Pont de Nemours & Co., Inc.
- DUFFEL, laundry nets, Southern Mills, Inc.
- DUKE, trouser guards, suit, dress and drape hangers, Pittsburgh Hanger Co., Inc.
- DU-LITE, enamel gloss white, E. I. du Pont de Nemours & Co., Inc.
- DUNAWAY SO-E-Z SPOTTER, digesters: spotting agents and removers; drycleaning soaps, Dunaway Products Co.
- DUNHAM-BUSH, heating, commercial refrigeration, air conditioning, compressors—refrigeration, air, Dunham-Bush, Inc.
- DUO-DRI, twin dryers, gas or steam, Hoyt Mfg. Co.
- DUO-FLO, pressure filter, Morey Seldin Machinery Corp.
- DUO-MATIC, washers and extractors, Prosperity Co., Div. Ward Industries Corp.
- DUO-NYL, expander blade pad covers, F. H. Bonn Co.
- DU-OP, limit switches, General Control Co.
- DUO-TEX CONC, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
- DUOTOP, funnel, Toptex Corp.
- DUO-WHITE, powdered bleach, Duo-White Co.
- DUO WHITE BLEACH, powdered form in individual envelopes, Kaleen Chemical Corp.
- DUPLEX, vacuum cleaner, General Electric Co.
- DUPLEX-SLEEVE, expansion joint, American District Steam Co., Inc.
- DUPONOL, fatty alcohol sodium sulfate, E. I. du Pont de Nemours & Co., Inc.
- DURABILT, laundry and drycleaning washer, Gardner Machinery Corp.
- DURACAL, covers and padding combinations, Patek & Co.
- DURAFLEX, stokers, Canton Stoker Corp.
- DURAVAN, truck bodies for use on Dodge trucks, Universal Body Sales, Inc.
- DURO, blow-off valve, Lunkenheimer Co.
- DURO, press covers, R. Lally Co.
- DUROIL, fiber sheet packing, Raybestos-Manhattan, Inc.

TRADE NAMES

DURONITE 200, textile flame retardant on dry side, Signal Chemical Mfg. Co., Inc.
 DUROTEX, press covers, R. Lally Co.
 DUST CHEX, chemical solution for dust control, Franklin Research Corp.
 DUSTEX, chemical for dust control, Dustex Corp.
 DUST-PROOF, sweeping compound for floors, Riverside Chemical Co.
 DUST STOP, air filters, Owens-Corning Fiberglas Corp.
 DUTCH BRAND, adhesive cements and tapes; rubber products, Johns-Manville
 DUTCH-MILL, diaper and diaper can deodorants, Van Chemical Co.
 DU-TEX, stain remover, Warco Laboratories, Inc.
 DUTTON, boilers, pumps, Hapman-Dutton Co.
 DUX COTE, water repellent, Eaton Chemical & Dyestuff Co.
 DUX-IT, solvent-soluble water repellent, Keystone Aniline & Chemical Co., Inc.
 DWYER, gauges, indicators, meters, F. W. Dwyer Mfg. Co.
 DYCO-SIZE, garment retexturing compound, Davies-Young Soap Co.
 DYDROSITE, stripping agent, Nu-Pro Mfg. Co.
 DYE PADS, pads for "spot dyeing," Caled Products Co., Inc.
 DYEPEEN, Eaton Chemical & Dyestuff Co.
 DYNAHUE, colored laundry detergent, Pennsalt Chemicals Corp.
 DYNA-MATIC, open-end washer, Hammond Laundry-Cleaning Machinery Co.
 DYNAMIC DUMPER, unloading washer, Miller Laundry Machinery Co.
 DYNAMO, floor machines, Tower Chemical Sales Co. Div., Scovill Mfg. Co.
 DYNA-PAK, laundry press, American Laundry Machinery Co.
 DYNASOPE, concentrate, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.
 DYNATROL, liquid level controls, Automatic Products, Inc.
 DYNA WASH, 300 lb. washer-extractor, The Edro Corp.
 DYNA WASH, JR., 120 lb. washer-extractor, The Edro Corp.
 DYNEL, Union Carbide Chemicals Co., Div. Union Carbide Corp.
 D. V. NO. 100, drycleaning soaps, Davies-Young Soap Co.
 DYOFLEX, dyes, finishes for leather, Dyo Chemical Co.
 DY-100, liquid drycleaning soap, Davies-Young Soap Co.
 DYPERCAN, sanitary diaper cans, Dover Stamp- ing Co.
 DYSCO, wetcleaning silk and wool soap, Davies- Young Soap Co.
 DYSOLVO, soap, Davies-Young Soap Co.
 DY-SULPH, synthetic wetcleaner, Davies-Young Soap Co.
 DYTINT BLUE, bluing for use in washing machines, North American Dye Corp.
 DYTINT DYE, dye for use in washing machines, North American Dye Corp.
 DYWHITE, whitener for use in washing machines, North American Dye Corp.

E

EA, drycleaning presses, Prosperity Co., Div. Ward Industries Corp.
 E-C, soap systems, loading hoppers, lint collectors, piece counters, conveyor, Eastern Cyclone Con- veyor System, Inc.
 EEEE, drill steel, Crucible Steel Co. of America
 EFTI, electric power fork truck, Lewis Shepard Products, Inc.
 EZDS, presses, Prosperity Co., Div., Ward In- dustries Corp.
 EAGLE, safety cans for storing and handling all kinds of volatile or inflammable liquids, Eagle Mfg. Co.
 EAGLE CLAW, hooks, eyes and loops, Oakville Co., Div. Scovill Mfg. Co.
 EAGLE-PICHER, filter powder, Eagle-Picher Co.
 EAST-KLEEN PRODUCTS, laundry and dryclean- ing equipment, East-Kleen Products
 EASTON, woven cotton belting, Victor Balata & Textile Belting Co.
 EASY, vertical and horizontal solvent pumps, ex- haust fans, Easy Industries
 EASY-ON, wood strut hanger, Nagel Coat Hanger Co.
 EASY PRESS, manually operated drycleaning press, Goldman Pressing Machine Corp.
 EASY-SPOT, spray spotter, D. W. Davies & Co.
 EASY-TO-SEW, replacement collars, Zuckerberg Corp.
 EATON'S A G X, silver, copper and permanganate stain remover, Eaton Chemical & Dyestuff Co.
 EATON'S COLORFLEX LEATHER FINISHES, grain leather finishes, Eaton Chemical & Dye- stuff Co.
 EATON'S DRISIZE, sizing-soluble in all solvents, Eaton Chemical & Dyestuff Co.
 EATON'S ECCOFORM, dry spotter, Eaton Chem- ical & Dyestuff Co.
 EATON'S E.D.S., dry size, soluble in all solvents, Eaton Chemical & Dyestuff Co.

EATON'S FORMULATION No. 14474, charge soap, Eaton Chemical & Dyestuff Co.
 EATON'S KONTROL, charge soap, Eaton Chem- ical & Dyestuff Co.
 EATON'S KWICK BLEACH, reducing bleach, wet side, Eaton Chemical & Dyestuff Co.
 EATON'S LIQUID H. W. SOAP, wet cleaning soap-detergent, Eaton Chemical & Dyestuff Co.
 EATON'S NON-IONIC SOAP, leather soap, Eaton Chemical & Dyestuff Co.
 EATON'S PERMEATE, water emulsifier, Eaton Chemical & Dyestuff Co.
 EATON'S SIZIN, sizing, wet side, Eaton Chemical & Dyestuff Co.
 EATON'S SOLBUMEN, enzyme digester, Eaton Chemical & Dyestuff Co.
 EATON'S SPRAY SPOTTER, concentrated spotter, wet side, Eaton Chemical & Dyestuff Co.
 EATON'S SUEDE DRESSING No. 14758, suede dressing, Eaton Chemical & Dyestuff Co.
 EATON'S TITANIUM X, titanium stripper, Eaton Chemical & Dyestuff Co.
 EATON'S TRISOL, oily type spotter, Eaton Chem- ical & Dyestuff Co.
 EATON'S WATER REPELLENT No. 14428, water repellent, aqueous type, Eaton Chemical & Dyestuff Co.
 ECCO, blues, ironer oil, soot removers, repellents, prepsorters, tints, soaps, Eaton Chemical & Dyestuff Co.
 ECCO DUXCOTE, water repellent, wet side, Eaton Chemical & Dyestuff Co.
 ECCODUX, dry water repellent, Eaton Chem- ical & Dyestuff Co.
 ECCO DYEPEEN, concentrated liquid penetrating agent for use in garment dyeing, Eaton Chem- ical & Dyestuff Co.
 ECCO IRONER OIL, ironer oil, Eaton Chemical & Dyestuff Co.
 ECCO KOBO, odor neutralizer, Eaton Chemical & Dyestuff Co.
 ECCOSIZE, sizing, wet side, Eaton Chemical & Dyestuff Co.
 ECCO SPOTTING PENCILS, to mark color loss, Eaton Chemical & Dyestuff Co.
 ECCO WETSOL, wet or dry spotter, Eaton Chemical & Dyestuff Co.
 ECLIPSE, laundry and drycleaning power plant equipment, boilers, steam generators, controls, pumps, valves, Eclipse Fuel Engineering Co.
 ECLIPSE PIONEER, flexible metal hose, Eclipse Pioneer Div., Bendix Aviation Corp.
 ECO, hand cream, Davis Emergency Equipment Co., Inc.
 ECO, watchmen's clocks, Detrex Watchclock Corp.
 ECONO, automatic laundry washer-extractor, American Laundry Machinery Co.
 ECONO, drycleaning soap, Package Chemical Co., Inc.
 ECONO, sour, Diamond Alkali Co.
 ECONO, synthetic solvent drycleaning unit, Vic Mfg. Co.
 ECONO-CAL, drycleaning detergents, Caled Prod- ucts Co., Inc.
 ECONOFEED, boiler feed pump and condensate return system, Hapman-Dutton Co.
 ECONOMASTER, boiler, Hapman-Dutton Co.
 ECONO-MATIC, drycleaning unit, Prosperity Co., Div., Ward Industries Corp.
 ECONOMIC, fire tube boilers, Erie City Iron Works
 ECONOMIST, boiler, Hapman-Dutton Co.
 ECONOMITE REGISTERS, autographic registers, Autographic Register Co.
 ECONOMIZER, boiler, Hapman-Dutton Co.
 ECONO MOISTLESS, paper bands or shirtbands, Economy Tablet & Paper Co.
 ECONOMY, drycleaner's bag, Diem & Wing Pa- per Co.
 ECONOMY, hanger bar covers, Phoenix Products
 ECONOMY, marking pins, Keyes-Davis Co.
 ECONOMY, nylon net, Tingue, Brown & Co.
 ECONOMY-FIVES, tags, Stry-Lenkoff Co.
 ECONOMY MODEL PARIS, steam-air garment finisher, Garment Finishing Equipment Corp.
 ECONOMY PAD, padding for drycleaning press- ing machine, Arrow Mfg. Co.
 ECONOMY SOUR, laundry sour, Speedlite Chem- icals Co., Patek & Co.
 ECONO-PAK, small-order register, Econo-Pak Register Co.
 ECONO-PER, cold synthetic drycleaning unit, Vic Manufacturing Co.
 ECON-O-PERK, solvent vapor adsorbers, Detrex Chemical Industries, Inc.
 ECONO-SCOOP, steel weighing hand scoop, Blenco Co.
 ECONO-SOUR, laundry sour, Diamond Alkali Co.
 ECONOTEX, nylon press covers, X. S. Smith, Inc.
 ECONO-THERM, type V automatic resealing "P & T" relief valve, A. W. Cash Valve Mfg. Corp.
 ECONOTHERM, steam boilers, Hapman-Dutton Co.
 ECON-O-WASH, packaged coin-meter self ser- vice automatic laundry plants, Small Equipment Co., Div., American Laundry Machinery Co.
 ECONYLON, nylon laundry net, Carson Textile Co.
 EFELQ, finishing equipment, Draper-Eze Equip- ment Co.
 EGAN, ironer and press padding, feed ribbons, Egan Cotton Mills
 EGRY ELITE, register, business system, Egr y Register Co.
 "86" COLLECTOR CART, for soiled linen or laundry cart, Paul O. Young Co.

880, spray-dried, free flowing white granules, Lever Brothers Co.
 886, strong soap formula, R. R. Street & Co., Inc.
 843, lipstick remover, Dixie Co., Inc.
 8400, nylon press cover, cloth, Whitehouse Nylon Products
 EIGHTEEN COVERDUX, duck for flatwork iron- ers, Tingue, Brown & Co.
 EJEX, wetcleaning soap, Dello Products Co.
 ELAINE, red oil (oleic acid), Emery Industries, Inc., Sanitone Div.
 ELANITE, laundry soaps, Los Angeles Soap Co.
 ELASTIGUM, roof cement, roof coating, Barrett Div., Allied Chemical Corp.
 ELCOO, drycleaning presses, press head cleaners, puffers, spotting boards and tables, valves, in- tercontinental Mfg. Co., Inc.
 ELCONITE, standard greensand zeolite, Elgin Softener Corp.
 ELDER, pins and safety pins and wire staples, William Prym, Inc.
 ELECTRA-MATIC, shirt press, New York Press- ing Machinery Corp.
 ELECTRI-PRESS, electric dry cleaner press, Forse Corp.
 ELECTRO, water conditioner, Stomac Engineer- ing Co., Inc.
 ELECTROFLUID, motorized hydraulic drive, Link-Belt Co.
 ELECTRO LIFT, hoists, Electro Lift, Inc.
 ELECTROMATIC, blanket edge ironer, Rosenthal Mfg. Co.
 ELECTRO-MEND, mending machines and tabs, Simmons Machine Co.
 ELECTRO NEUTRALIZER, water-conditioning apparatus for steam boilers, Electro Chemical Engineering Co., Inc.
 ELECTRO-STAPLER, stapling machine, B. Stern- berg
 ELECTRUNITE, steel and stainless steel tubing, Republic Steel Corp.
 ELGIN, water softening and conditioning equip- ment and chemicals, water filters, deaerating heaters, Elgin Softener Corp.
 ELITE, covercloth for ironers and presses, Tingue, Brown & Co.
 ELITE, nylon nets and dacron nets, Fablok Mills, Inc.
 ELITE TRU-PAK, autographic register, Egr y Register Co.
 ELIOTT, addressing machines, Elliott Adress- ing Machine Co.
 ELLIS, laundry machinery, Ellis Drier Co.
 ELMO, stripper, A. L. Wilson Chemical Co.
 ELNA, sewing, mending machine, Mark-O Corp.
 ELTOREX, taste and odor removal zeolite, Elgin Softener Corp.
 EL-U-VEYOR, call office conveyor, White Machine Co., Inc.
 EMERALD, felt, flannel, Pittsburgh Waterproof Co.
 EMERSOL, stearic acid, Emery Industries, Inc., Sanitone Div.
 EMPIRE, firebrick, A. P. Green Fire Brick Co.
 EMPIRE, laundry soap flakes and powdered soap, Empire Soap Co., Ltd.
 EMPIRE, steam traps, American District Steam Co., Inc.
 EMPIRE 300 AND 120, washer-extractor com- bination, laundry, Empire Laundry Equipment Inc.
 ENDOR, steam tumbler, Hammond Laundry- Cleaning Machinery Co.
 END-O-RUST, rust remover and metal condi- tioner, The Peters Co., Div. Toledo Paint & Chemical Co.
 ENDURO, coil-spring press pad, Zeidler Mfg. Co., Inc.
 ENDURO, rice starch and other laundry supplies, Aurora Mfg. Corp.
 ENDURO, stamper, Republic Steel Corp.
 ENERGETIC W-100, soil emulsifier, Armour & Co., Industrial Soap Dept.
 ENERGEX, drycleaning detergent-emulsifier, Pennsalt Chemicals Corp.
 ENERGY, gas-fired air heater for drycleaning equipment, Norman Control Co.
 ENGINEAIR, compressor, Washington Air Brake Co., Industrial Products Div.
 ENSTAPH, group of complete germicidal laun- dry compounds, Swift & Co.
 ENZYMERSE, enzymic digester, George E. Mead Co.
 EOSOL, paint, oil and grease remover, Krasan Products, Inc.
 ERAD-LINK, ink remover, A. L. Wilson Chemical Co.
 ERADOL, color stripper, National Cleaners Chem- ical Mfg. Co.
 ERASE, deodorant, Signal Chemical Mfg. Co., Inc.
 ERASINE, ink remover, Lewis National Corp.
 ERIE CITY, boilers, underfeed stokers, Erie City Corp. Works
 ERIE WHISTLE TIMER, whistle timer valve, Erie Mfg. Co.
 ERIFON, flame retardant, E. I. du Pont de Ne- mours & Co., Inc.
 ERMCO, rug conveyor and equipment, American Laundry Machinery Co.
 ERUSTICATOR, rust stain remover, Pennsalt Chemicals Corp.
 ERUSTO, blue, spot and stain remover, dry and wetcleaning soaps, laundry sour, Pennsalt Chemicals Corp.
 ERUSTO-BLUE #16, laundry blue, Pennsalt Chemicals Corp.
 ERUSTO-CETIC, wet cleaning sour, Pennsalt Chemicals Corp.

ERUSTOCIDE, laundry sour, and moth detergent, Pennsalt Chemicals Corp.
 ERUSTO EXTRA, modern sour for resin-treated fabrics, Pennsalt Chemicals Corp.
 ERUSTO FILTER SOAP, drycleaning soap used with petroleum systems, Pennsalt Chemicals Corp.
 ERUSTOLIN A & B, laundry sour, Pennsalt Chemicals Corp.
 ERUSTO LIQUI-BLUE, laundry blue, Pennsalt Chemicals Corp.
 ERUSTO-MAX, laundry sour, Pennsalt Chemicals Corp.
 ERUSTO OIL, PAINT & GREASE REMOVER, spot remover, Pennsalt Chemicals Corp.
 ERUSTO-RAY, laundry sour, Pennsalt Chemicals Corp.
 ERUSTO-RAY B-C, fabric brightener sour with blue, Pennsalt Chemicals Corp.
 ERUSTO SALTS, laundry sour, Pennsalt Chemicals Corp.
 ERUSTOSOL, liquid laundry sour, Pennsalt Chemicals Corp.
 ESCO, high pH soap builder, Cowles Chemical Co.
 ESCOFOS, water conditioner and soap regenerator, Cowles Chemical Co.
 ESCOLIN, soap builder, Cowles Chemical Co.
 ESCOLITE, medium pH soap builder, Cowles Chemical Co.
 ESCOLLOID, soap builder, Cowles Chemical Co.
 ESCOL 77, high pH soap builder, Cowles Chemical Co.
 ESCOMET, laundry alkali, Cowles Chemical Co.
 ESCOMO BLUE, rosaniline blue, Cowles Chemical Co.
 ESCO-SAVON, hot-water soap (east of Rockies only), Cowles Chemical Co.
 ESPESOL, aliphatic and aromatic solvents, Signal Oil & Gas Co., Houston Div.
 ESPESOL DRIEX, super-fast evaporation and low-odor Stoddard solvent, Signal Oil & Gas Co., Houston Div.
 ESSICK, evaporative air conditioners, Essick Mfg. Co.
 ESSO BOND, air-setting, high-temperature cement, Remite Co.
 ETERNIT, asbestos-cement sheets for roofs and sidewalls, Ruberoid Co.
 ETERNUM, putty base paint, Barrett Div., Allied Chemical Corp.
 ETHRO, rug and carpet shampoo, North Coast Chemical & Soap Works
 EULANS, mothproofing agents, General Dyestuff Corp.
 EURECO, ventilating system, Eure & Co.
 EUREKA, belt dressing, Standard Oil Co.
 EUREKA, marking pins and pin trays, Keyes-Davis Co.
 EUREKA, wetcleaning laundry powder, North Coast Chemical & Soap Works
 EVALPAK, valve packing, Edward Valves, Inc. Subsidiary Rockwell Mfg. Co.
 EVALTHRUST, valve bushings, Edward Valves, Inc. Subsidiary Rockwell Mfg. Co.
 EVAPO-GAS, fumigant, Nyeco Products Co.
 EVERLASTIC, roofing, Barrett Div., Allied Chemical Corp.
 EVER-MOIST, canvas basket liners (nylon), F. H. Bonn Co.
 EVERREADY, hat and garment boxes, Automatic Paper Box Corp.
 EVERSAN, rinsing and sanitizing finish of textiles, Ions Exchange & Chemical Corp.
 EVER TRED, vinyl plastic link matting, American Mat Corp.
 EVERWEAR, nylon press covers and cotton padding, Tingle, Brown & Co.
 EVRYTTE, steel valves, Strong, Carlisle & Hammond Div.
 EWARD, detachable link belt chain, Link-Belt Co.
 EWING PONY, wood pony laundry washer, R. Ewing & Sons, Inc.
 EXACTO, pre-numbered marking tags, hanger racks, loop assembly hooks, clips, belt wheel, rack dividers, counting devices, staples and stapling machines, Identification, Inc.
 EXACTO CHALLENGER, drycleaning marking tags, Identification, Inc.
 EXCELL-O, cellophane tying ribbon, Freyberg Bros.-Strauss, Inc.
 EXCELSIOR, puff irons, fabric head unit, men's shoulders, Excelsior Machinery Co.
 EXCELSIOR, hatters' and steam spotting, finishing equipment, Excelsior Machinery Co.
 EXCELSIOR OFFSET, silk press, Excelsior Machinery Co.
 EXCELSIOR RINN CALLVEYOR, Excelsior Machinery Co.
 EXECUTIVE LA-DOWN STAIZ, collar protector, Time Savers, Inc.
 EX-GO, silver nitrate stain and tarnish remover, A. L. Wilson Chemical Co.
 EXHAUSTOM, steam purifier, Morehead Manufacturing Co.
 EXIDE, storage batteries, Electric Storage Battery Co.
 EXIDUST, industrial vacuum cleaners, Lamson Corp., Blower Div.
 EX-IT No. 828, drycleaning solvent deodorant, Le Fevre Chemical Co.
 EX-IT No. 228, laundry odor control, Le Fevre Chemical Co.
 EX-O POWDER, fatty acid reducer, Dixo Co., Inc.
 EXPANDO, collar supports, Time Savers, Inc.
 EXPESLOR, pneumatic sewage ejector, Yeomans Bros. Co.
 EXPRESS, tape moisteners, Better Packages, Inc.

EXSIZE, desizing agent, Fabst Brewing Co., Industrial Products Div.
 EXSIZE-T, starch-removing desizing agent, Fabst Brewing Co., Industrial Products Div.
 EX-SOIL-O, drycleaning soap, Davies-Young Soap Co.
 EXTRACTETTE, extractor, Cook Machinery Co., Inc.
 EXTRACTOR by COOK, 20" and 26" extractors, Cook Machinery Co., Inc.
 EXTRACT-O-SLING, centrifugal extractor, Slings, Inc.
 EXTRAULIC, hydraulic laundry extractor, American Laundry Machinery Co.
 EXTRON, drycleaning washer extractor, Hoffman International Inc.
 EXTRUDO FILM, polyethylene film, Extrudo Film Corp.
 EXZYME, enzymic spotting agent, Fabst Brewing Co., Industrial Products Div.
 EYE-OPENER, service indicator tags, Liberty Marking Tag Co., Inc.
 EZ-CLEAN, drycleaning soap, Dello Products Co.
 E-Z DUZ-IT, all purpose spotter, Dixo Co., Inc.
 E-Z LOX, collar supports, Time Savers, Inc.
 E-Z OFF, metal cleaner, Boston Clip & Tag Co.
 E-Z OUT, washing machine, metal, laundry, Henri Laundry Machinery Co.
 E-Z SQUEEZE, water spray gun, Dryco Corp.
 E-Z TO SEW, pillow ticks, Zuckerberg Co.
 EZY RUC, vinyl plastic link matting, American Mat Corp.

F

F.B.C., drycleaning detergent, Fry Bros. Co.
 FF, tickings, Freund, Freund & Co.
 FF, packages fire tube steam generators, Erie City Iron Works
 F & E, underlaid stockings, Flynn & Enrich Co.
 FAB, detergent, Colgate-Palmolive Co.
 FABLOK, premium nylon nets, Fablok Mills, Inc.
 FABRICARE, drycleaning finishing equipment, Bishop Freeman Co.
 FABRIC FEED, pressing machine pressure control, Pantex Mfg. Corp.
 FABRICHEAD, puff irons, Excelsior Machinery Co.
 FABRI CLENE, drycleaning detergents, Lincoln Research, Inc.
 FABRICOL, drycleaning detergent, R. R. Street & Co., Inc.
 FABRIC-RENEWING, press plates, Bishop Freeman Co.
 FABRIC-SAFE DOUBLEPLATE, press plate, Bishop Freeman Co.
 FABRI FIN, fabric conditioner, Lincoln Research, Inc.
 FABRI LURE, stain sealer, Lincoln Research, Inc.
 FABRI PELS, water repellents, Lincoln Research, Inc.
 FABRI SIZES, dry and wet sizings, Lincoln Research, Inc.
 FABRISOFT, liquid fabric softener, Keever Starch Co., Keever Beach Div.
 FABRYT, heat-sealing mending tape, Madison Products Co., Lucas Products, Inc.
 FABTEX, water repellent, D. W. Davies & Co.
 FABTEX, water repellent, Merson Products Co., Inc.
 FAB-TEX, water repellent, Spix Products Co.
 FAIRBANKS, valves, trucks, casters, wheels, Fairbanks Co.
 FAIRBANKS-MORSE, pumps, motors, engines, stokers, Fairbanks Morse & Co.
 FAMILY "QUICK PACK," laundry bag, paper, Gaylord Container, Div. Crown Zellerbach Corp.
 FAMILY WORK STARCH, thick boiling corn starch, Keever Starch Co., Keever Beach Div.
 FAMOUS 30, hand numbering machine, Roberts Numbering Machine Co.
 FAN-PAC, packaged ventilation, DeBothezat Fans Div., American Machine & Metals, Inc.
 FANTOM-BANTAM, invisible identification system, National Marking Machine Co.
 FANTOM-FAST, invisible identification system, National Marking Machine Co.
 FANTOM-MASTER, invisible identification system, National Marking Machine Co.
 FARNSBY, custom shirts, Henlein Bros. Co.
 FASEL, prespotter, Package Chemical Co.
 "FASHION AWARD," drycleaning systems, Mani-to-wich Engineering Corp.
 FASHIONER, automatic steam-air garment finisher, Wichita Precision Tool Co., Inc.
 FASTEX, paint, oil and grease remover, Starr Chemical Co., Inc.
 FASTOGENE, textile finishes and assistants, American Aniline Products, Inc.
 FAWR, accessory equipment, Fawr, Inc.
 FAX, wet and dry sizings, Caled Products Co., Inc.
 FEATHER, air compressor valves, Worthington Pump & Machinery Corp.
 FEATHERLIGHT, foot operated drycleaning presses, New York Pressing Machinery Corp.
 FEEL-TEX, fur-like finish, Fur Feel Corp.
 FELAN, durable water-repellent finish, E. I. du Pont de Nemours & Co., Inc.
 FELINS PAK TIE, bundle tying machine, Felins Tying Machine Co.
 FELTEX, nylon D. F. flannel, Gibraltar Fabrics, Inc.

FEND, protective hand cream, Mine Safety Appliance Co.
 FERRENEW, angle check and globe valves, Lunkenheimer Co.
 FERRIMAG, ceramic permanent magnets, Crucible Steel Co. of America
 FERRO-SAND, iron-removal greensand zeolite, Hungerford & Terry, Inc.
 FERRO-SOUR, sours, Diamond Alkali Co.
 FERROVAC, vacuum melted steel, Crucible Steel Co. of America
 FeSOLV, rust removing sour, Cowles Chemical Co.
 FEUTRON, synthetic fiber felts, American Felt Co.
 FIBERGLAS, spun glass yarn for fabrics and insulating, Owens-Corning Fiberglas Corp.
 FIBEROLLS, for use with marking machines, Textile Marking Machine Co., Inc.
 FIELD, draft controls, Conco Engineering Works, Div. H. D. Conkey & Co.
 FILDEN, liquid level control instrument, Fielden Instrument Corp.
 50-FOLD, concentrated drycleaning soap, National Cleaners Chemical Mfg. Co.
 FILTERMASTER, solvent filters, Hopkins Equipment Co.
 FILTER-SOL, liquid drycleaning soap, Davies-Young Soap Co.
 FILTERSTILL, filters, Martin Equipment Co., Div. American Laundry Machinery Co.
 FILTRO DC, absorbent filter aid, Filtrol Corp.
 FILTROLLENE, synthetic drycleaning soap, Slater-Robbins Co., Inc.
 FILTROSAN, drycleaning soap, Stoddard solvent, Slater-Robbins Co., Inc.
 FILT-R-OUT CONCENTRATE, liquid drycleaning soap, Caled Products Co., Inc.
 FINE SCREEN, strainers, Yarnall-Waring Co.
 FINISH 21, dye fixer, Apex Chemical Co., Inc.
 FINNELL, starch reclaimers, Lewis National Corp.
 FIREBOX, coal, oil, gas stokers, high and low pressure, Kewanee Boiler Co.
 FIRE-CHEX, roofing shingles, Philip Carey Mfg. Co.
 FIREITE, asbestos furnace cement, Johns-Manville FIREYE, safeguards, controls, Combustion Control Corp.
 FIREFLY, asbestos pads, Firefly Asbestos Products Co.
 FIRE GUARD, insulation, Philip Carey Mfg. Co.
 FIRE GUN, fire extinguishers, American-La France-Foamite Corp.
 FIT-ALL, sleeve forms, Davis Specialties, Inc.
 5-1, laundry starch, Clinton Foods Inc.
 527 SPOTTER, all-purpose spotter, Dixo Co., Inc.
 FLAG-O-MATIC TAGS, for the marking tags, Philip L. Braun, Inc.
 FLAG-TAGS, special tags, Stry-Lenkoff Co.
 FLAIR, sport shirt pack, Scientific Packages, Inc.
 FLALON, nylon flannel for press pads, Burgess-Berliner Associates
 FLAME CHEK, flameproofing agent, Chek Products, Inc.
 FLAMEPROOFER, flameproofing, dry side, Stamford Chemical Co.
 FLAME PROOF XXV, flameproofing agent, Apex Chemical Co., Inc.
 FLAMONEL, monel press pads, Resillo Press Pad Co.
 FLAN-L-TEX, metal press pads, X. S. Smith, Inc.
 FLAN-O-WOOL, steel wool flannel top pad, Keever Starch Co., Keever Beach Div.
 FLASH, shirt packages, Scientific Packages, Inc.
 FLEECEGUARD, ironer pads and covers, Gibraltar Fabrics, Inc.
 FLETCHER, extractor, Fletcher Works, Inc.
 FLEXCO, belt fasteners, Flexible Steel Lacing Co.
 FLEXTITE, rubber buckets, dippers, funnels, B. F. Fletcher Co.
 FLEXO, built powder, Swift & Co., General Soap Dept.
 FLEXON, corrugated expansion joints, Flexonics Corp.
 FLEX-16, carpet and upholstery cleaning detergent, Signal Chemical Mfg. Co., Inc.
 FLEX V, belt fasteners, Flexible Steel Lacing Co.
 FLIK, paint, oil and lipstick remover, Stamford Chemical Co.
 FLINT CHIPS & POWDER, neutral soaps, Armour & Co., Industrial Soap Dept.
 FLOORKOTE, enamel, Tropical Paint & Oil Co.
 FLOORMASTER, trucks, Lewis-Shepard Products, Inc.
 FLOOR-VEYOR, permanent installation power belt conveyor, Rapids-Standard Co., Inc.
 FLORENT, air deodorant, Colgate-Palmolive Co.
 FLOW-CLEAN, washer-extractor, Fletcher Works, Inc.
 FLOW-COLD, coolers, air, oil, water, Acme Industries, Inc.
 FLOW-MASTER, conveyors and speed rails, racks, Flow-Master Machine Corp.
 FLOW-MIZER, mechanical refrigeration, Acme Industries, Inc.
 FLOW-PAC, solvent coolers, Acme Industries, Inc.
 FLOWRATOR, variable area flow meter, Fischer & Porter Co.
 FLOW-RINSE, drycleaning extractor-rinser, Fletcher Works, Inc.
 FLOW-TEMP, convectors, Acme Industries, Inc.
 FLOW-THERM, coolers, air, oil, water, Acme Industries, Inc.
 FLUFFED EDGE, padding cotton, Pittsburgh Waterproof Co.
 FLUFFY "ALL," low sudsing synthetic detergent, Lever Bros. Co.
 FLUFTEX, fabric conditioner, textile softeners, National Textile Chemical Co.

TRADE NAMES

FLUIDRAM, underfeed stoker, Erie City Iron Works
FLUORUM, powdered fabric brightener, Kever Starch Co., Kever Beach Div.
FLUSH, fatty acid eliminated (liquid), Dello Products Co.
FLUTRON, ruffle ironer, Maxant Button & Supply Co.
FOAMANEL, sponge press pads, Resillo Press Pad Co.
FOAM-ASBESTOS, foam rubber laminated dry-cleaning pads, Gustin-Kramer Co.
FOAM-CRAFT, foam rubber press pads, plastic foam hanger covers, press padding, Foam Craft Products Co.
FOAMEX, neutral lubricant, Benda Products, Inc. Foamite Corp.
FOAMITE, fire extinguishers, American-La France-Foamite Corp.
FOAMSUDS, liquid coconut soap, E. F. Drew & Co., Inc.
FOLD-A-MATIC, automatic shirt folding machine, Panter Mfg. Corp.
FOLD-A-WAY, shirt baskets and trucks, Time Savers, Inc.
FOLD-KING, shirt-folding device, Time Savers, Inc.
FOLDMASTER, small piece flatwork folder, American Laundry Machinery Co.
FOLD-MASTER, shirt folding device, Time Savers, Inc.
FOLD-O-ELECTRIC, pre-coded lot system tag for cleaners with machine automation, Textile Marking Machine Co., Inc.
FOLDRITE, flatwork folder, American Laundry Machinery Co.
FOLDRITE, shirt folding and finishing equipment, Time Savers, Inc.
FOLESTAK, automatic flatwork folder & stacker, American Laundry Machinery Co.
FOOT-EEZ, rubber health mat, American Floor Products Co.
FOOTROL, foot switches, General Control Co.
FORCE-FLO, blast type conveyor with fan, Trane Co.
FORD, gasoline trucks and engines, Ford Div., Ford Motor Co.
FOREL, high sudsing built syndet, Kever Starch Co., Kever Beach Div.
FOREVER, pins and safety pins, A. Goodman & Co.
FORMANIL, aniline dyes, American Aniline Products, Inc.
FORMATIC, shirt finishing equipment, American Laundry Machinery Co.
FORMATIC, shirt finishing equipment, American Laundry Machinery Co.
FORM-A-TIME CONTROL, wash timer, Van Chemical Co.
FORM FIT, garment hangers, Pacific Coat Hanger Mfg. Co.
FORMFIT, shirt protectors, Sutherland Paper Co.
FORM FLOW, autographic registers, Standard Register Co.
FORM-MASTER, payroll system, Todd Co., Inc.
FORMMASTER, portable forming machine, Walter Haertel Co.
FORMOLD, plastic mold steel, Crucible Steel Co. of America
FORM-RITE, collar shaper, Huebsch Originators Div., American Laundry Machinery Co.
FORMULA CONTROLS, INC., formula control for washers, Formula Controls, Inc.
FORMULA E-23, concentrated detergent, Marshall Co.
FORMULA 880, spray-dried, free flowing white granules, Lever Brothers Co.
FORMULA 886, strong soap formula, R. R. Street & Co., Inc.
FORMULA L-252, protein digester spot remover for dip or bath, Pabst Brewing Co., Industrial Products Div.
FORMULA 1954, 4% clear, no-rinse charge, Marlene Products Corp.
FORMULA 177, synthetic soap powder, West Side Corp.
FORMULA S, built, powdered, low-titer soap, and fur cleaning supplies, Swift & Co., General Soap Dept.
FORMULA 770, spray-dried to homogeneous free-flowing beads, Lever Brothers Co.
FORMULA 60, high-titer laundry soap, New South Mfg. Co., Inc.
FORMULA 12, drycleaning soap, Package Chemicals Co., Inc.
FORMULA W-51, ink remover, A. L. Wilson Chemical Co.
FORMULATION No. 14174, charge soap, Eaton Chemical & Dyestuff Co.
FORMULATION L-252, enzymic digester, Pabst Brewing Co., Industrial Products Div.
FOR-SEC, synthetic drycleaning unit, Forse Corp.
FORSE-CLEAN, 50 lb. synthetic drycleaning machine, Forse Corp.
FORSE-ELROD, silk unit and automatic pants finishing unit, Forse Corp.
FORSE GARMENT FINISHING UNIT, utility press, silk unit and auto pants top finisher, Forse Corp.
FORSE MASTER, presses, laundry and drycleaning equipment, Forse Corp.
FORSE VELOCITY STEAM, increases heat output in steam system, attacking condensate and air films, Forse Corp.
FORTIFIED POWER-PAK, concentrated charged-system detergent, Pennsalt Chemicals Corp.
FOSKLOR, chlorinated sodium phosphate, Westvaco Chlor-Alkal Div., Food Machinery & Chemical Co.

FOSTER-STEPHENS, window posters, photo truck-posters, sales promotion material, newspaper mats, Foster-Stephens, Inc.
FOUR-ACES, synthetic wetcleaner in powder form, National Cleaners Chemical Mfg. Co.
400, liquid drycleaner, Adco, Inc.
411, powdered synthetic detergent, Armour & Co.
460, power conveyor, Richards-Wilco Mfg. Co.
422, built anionic synthetic detergent, Armour & Co.
FOXBORO, indicating, recording, controlling instruments, Foxboro Co.
FRAC-TO-CRETE, castable refractory, Ramtite Co.
FRANKLIN, steel products, Bernard Franklin Co., Inc.
FRANKLIN'S, cement treatment, cleaners, polishes, waxes, wood seal, Franklin Research Co.
FRE-BIR-PAC, cloth counters, automatic towel and diaper counters, Fre-Bir-Pac, Inc.
FREE-FLO, drycleaning pressure filter, Gross Machinery Co., Inc.
FREEMAN "No GLAZE", fabric-safe double-plates, drycleaners press plates, lusterplate double plates, Bishop Freeman Co.
FREE-VANE, air-operated controller, Bristol Co.
FREE-VANE, electric controller, Bristol Co.
FREMONT, rubber floor tile, mats, matting, Fremont Rubber Co.
FRENCH-TEX, suede and leather cleaning and dyeing process, La France Dye House
FRESH-AIR MAKER, fans, blowers, Schwitter-Cummins Co.
FREUND, tickings, Freund, Freund & Co., Inc.
FRIEND HCL, rug shampoo, Friend Soap Co.
FRIGIDAIRE, air conditioners, washers automatic, washers, laundry, air-operated, Frigidaire Div., General Motors Corp.
FRINGE-IT, fringe cleaner, Certified Chemical & Equipment Co.
FRINGE-RITE, bleach, Coastal Chemical Corp.
FROST-PHOOF, pipe covering and blocks, Ruberoid Co.
FRUGAL, soap, Minnesota Chemical Co.
FRYBRO, aprons-clipper clasp, Fry Bros. Co.
FRYE, dye dippers, E. B. Frye & Son
FRY'S COMPLETE, laundry soaps, Fry Bros. Co.
F. S. RUBBER MARKERS, colored identification markers, Skrandel Co.
FUELEX, sludge solvent, Coastal Chemical Corp.
FUEL-SAVER, boilers, International Boiler Works Co.
FULFLO, filters for industrial fluids, gases and compressed air, Commercial Filters Corp.
FUL-FLO, laundry nets and fabrics, Davis Mills Inc.
FULL SLIP-ON, laundry and drycleaning press machine covers, F. H. Ross Co.
FULTON, laundry nets, Southern Mills, Inc.
FULTON, small-horsepower steam boilers, Fulton Boiler Works, Inc.
FUME-FITE, acid resisting enamel, Tropical Paint & Oil Co.
FUMOL, mothproofing agent, Fumol Corp.
FUMOL 58, insecticide, Fumol Corp.
FUMOL MOTH SECTOL, moth proof, Fumol Corp.
FUMOL OS40 and SS200, mothproofers, Fumol Corp.
FUMOL SILICONE, water repellent, Fumol Corp.
FUR CLENE, fur and synthetic pile coat lining cleaning solvent, Walter Haertel Co.
FUR-E-OIL, oiling and softening agent for furs and leathers, Package Chemical Co., Inc.
FUR FEEL, pile fabric process, Fur Feel Corp.
FUR FROST, cleaner for deep-pile fur fabrics, White Frost Chemicals, Inc.
FURLON, fur glaze, Nycco Products Co.
FURNAS-CRETE, castable refractory, Mexico Refractories Co.
FUR-RAI, fur cleaner and reconditioner, Jay-Dee, Inc., Mfg. Chemists
FUR-SAN, fur cleaner, Huntington Laboratories, Inc.
FUR SHEEN, fur and synthetic pile coat cleaner, Walter Haertel Co.

G

"G", unit type stationary compressors, Le Roi Div., Westinghouse Air Brake Co.
GFD'S, hot air dryers, Hoyt Mfg. Corp.
GFT, scrubbers, laundry, dry cleaning, Western Laundry Machinery Co.
GFTT, gas power fork truck, Lewis-Shepard Products, Inc.
G & G, liquid or powdered stripper, bleacher, G & G Chemical Co.
GOF, grease, oil and paint remover, Eaton Chemical & Dyestuff Co.
G & P, grease and paint remover, Warco Laboratories, Inc.
GABRIEL, boilers, heat exchangers, pressure tanks, Gabriel Boiler & Fabrication Co.
GALIC, pins and safety pins, A. Goodman & Co.
GAFFERS & SATTLE, air-conditioners, (evaporative) coolers, air, recirculating pumps, Utility Appliance Corp.
GARCO, wire hangers, wire trouser guards, collar supports, skirt clips, press pads, hanger combiners, Garment Hanger Co.

GARD, combined flameproofing and mothproofing agent, U. S. Chemical Products Co.
GARMET "QUICK PACK", garment bag, paper, Gaylord Container Div., Crown Zellerbach Corp.
GARDNER-DENVER, air compressors, pumps, Gardner-Denver Co.
GAS-HEAT, recirculators, Kisco Boiler & Engineering Co.
GASWAY, gas and steam heated flatwork ironers, Gasway Corp.
GATES, heavy duty industrial V-belts, Gates Rubber Co.
GATOR HIDE KRAFT, wrapping paper, International Paper Co., Southern Kraft Div.
GAYSCO, valves, Golden-Anderson Valve Specialty Co.
GAY, liquid detergent, Tower Chemical Sales
GAYLON, liquid detergent, brightener for synthetic fibers, Tower Chemical Sales
G CLIPS, skirt clip, Old Hickory Mfg. Co.
GEEF, wet and dry spotter, Keystone Aniline & Chemical Co., Inc.
GELATEX, paint, oil, grease remover, Signal Chemical Mfg. Co., Inc.
GELATONE, liquid size and finish, R. R. Street & Co., Inc.
GEM, grease cups, Lunkenheimer Co.
GEMZYME, enzymic digester, George E. Mead Co.
GENEAL, fire trucks, General Detroit Corp.
GENERAL, perchlorethylene drycleaning units, Martin Equipment Co., Div. American Laundry Machinery Co.
GENERAL, liquid soap dispenser, General Equipment Co.
GENERAL ELECTRIC, electrical equipment, General Electric Co.
GENERAL FORMULA, general formula, Lustral Drycleaning Products, Div. Patek & Co.
GENERAL FORMULA, stain remover, G & G Chemical Co.
GENERAL FORMULA 209, spotting agent, R. R. Street & Co., Inc.
GEINITEK, sour, Hood Chemical Co., Inc., Crested Div.
GIANT, built high-titer soap powder, Armour & Co., Industrial Soap Dept.
GIANT, hydraulic extractor, Strike's Laundry Machinery, Inc.
GIANT, net pins, Keyes-Davis Co.
GIBRALTAR, marking and printed tags, Gibraltar Products Co.
GIBRALTAR, nylon flatwork ironer tape, Gibraltar Fabrics, Inc.
GIBRALTAR TRI-PRONG CLIP, skirt hanger fastener, Gibraltar Products Co.
GIFCO, tags, H. M. Gifford Mfg. Co.
GI-GR-NITE, casters, Clinton Products Co.
GILMER, V-belt flat belting, woven belting, New York Belting & Packing Co.
GILT EDGE, round leather belting, I. B. Williams & Sons
GLAMOR, garment hangers, Keyes-Davis Co.
GLAMORENE, rug cleaner, rug brush, foam upholstery cleaner, Glamorene, Inc.
GLEEN, fur glazing fluid, Package Chemical Co., Inc.
GLAZOLENE, fur luster, Nycco Products Co.
GLEM, liquid wetcleaning soap, Trico Chemical Div., Tri-State Equipment Co.
GLENN ANDERSON, paper collar supports, Anderson Collar Support Co.
GLIP, zipper, zipper repair tools, Glenzip Co.
GLIDE, ironing surface lubricant, Patek & Co.
GLIDE LINER, pressing machines, laundry power presses, Unipress Co.
GLIDE-O-MATIC, shirt-finishing unit, Unipress Co., Inc.
GLIDER, electric iron, J. W. Steele & Co.
GLIDER, pressing machine, Loyal Textile Machinery Co.
GLIM, detergent, General Aniline & Film Corp., Special Products Sales Div.
GLISS'N, cleaning compounds, mothproofing, Gliss'n Products Co., Inc.
GLIX, thread racks, Reliable Distributing Co.
GLOBE, drycleaning marking and strip tags, Globe Ticket Co. of New England
GLOBE, laundry, drycleaning washers, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
GLORY, tallow soap chips, Swift & Co., General Soap Dept.
GLOSTEX, canvas products, C. R. Daniels, Inc.
GLOVER, cleaners specialties, Bill Glover, Inc.
GLOVER, automatic air form finishing unit, Bill Glover, Inc.
GLU-EEZ, for glues and lacquer removal, Dixco Co., Inc.
GLU-TONE, for airplane glue stains, Spix Products Co.
GLU-NU, glove soap, Davies-Young Soap Co.
GMC TRUCKS, motor trucks, GMC Truck & Coach Div., General Motors Corp.
GO-BACK, basket conveyor, Time Savers, Inc.
GO-BACK, conveyors for flatwork presses, Rosenthal Mfg. Co.
GOLDEN ARROW COVER N PAD, padding for dressmaking pressing machines, Arrow Mfg. Co.
GOLDEN, laundry soaps, Fry Bros. Co.
GOLDEN KEY, superstandard gummed sealing tape for laundry packaging, Rowe Enterprises, Inc.
GOLD-FLO, boilers and condensation return system, Goldman Pressing Machinery Corp.
GOLD LINE, laundry fabric, Tingle, Brown & Co.
GOLD MEDAL, hatters' chemicals, machinery, Hatters Supply House, Inc.
GOLD MEDAL, laundry nets, Southern Mills, Inc.

GOLD MEDAL, neutral soap, Swift & Co., Industrial Soap Dept.
GOLDSEAL, colored specialty tape, Gummed Tape & Devices Co.
GOLD SEAL, rug shampoo, Huntington Laboratories, Inc.
GOLD STAR, feed ribbons, New York Belting & Packing Co.
GOMACO, non-slip trouser guards, wire hangers, collar forms and supports, hat boxes, Goldman Mfg. Co.
GOOD FORM, garment hangers, Pacific Coat Hanger Mfg. Co.
GOODRICH, rubber hose, belting, packing, B. F. Goodrich Co.
GOOSENECK, garment bagger, A. G. Vara & Son, Inc.
GORTON, air eliminators, Gorton Heating Corp.
GOVERNOR, nylon net, knitted, Gibraltar Fabrics, Inc.
GRACO, belt dressing, Graton & Knight Co.
GRAND, hatters' equipment, supplies, Maxant Button & Supply Co.
GRANITE, nylon laundry net, Gibraltar Fabrics, Inc.
GRANOLITH, paint for brick, concrete, stucco, Barreled Sunlight Paint Co.
GRA-SOL, grass stain remover, Warco Laboratories
GRANTHAM, tumbler, T. L. Smith Co.
GRANUWAX, granulated wax, Lewis National Corp.
GRAVES & MARSHALL, water heaters, heat exchangers, pressure and storage tanks, Graves & Marshall Co.
GREASEX, solvent oil for industrial washing, Patek & Co.
GREASOLV, oil, paint, grease remover, Edelmuth Mfg. Chemists
GREAVES, silent bakelite gears, milling machines, Greaves Machine Tool Co.
GREENBACK, apron duck, John T. Stanley Co., Inc.
GREEN BUBBLES, soap powder, Minnesota Chemical Co.
GREENCOTE, refractory maintenance coating, A. P. Green Fire Brick Co.
GREEN GLO, oil soap, Allen B. Wrisley Co.
"GREEN LABEL", laundry textile fabrics and flatwork ironer aprons, R. Lilly Co.
GREEN LABEL, builder compound, Solvay Sales Div., Allied Chemical Corp.
GREEN LINE, flatwork ironer tape, R. Lilly Co.
GREEN OLIVE, soap, Rome Soap Mfg. Co.
GREENSTRIPPE, cover cloth, John T. Stanley Co., Inc.
GREEN STRIPE, padding, William E. Hooper & Sons
GREENZYME, digestive enzyme, Greenville Chemical Co.
GREIF, hangers, guards, Greif Bros. Coöperage Corp., Wire Garment Hanger Div.
GRESOL, break powder, Speare Co.
GRESHOUND, extractor, synthetic washer, wash-wheel Hercules Laundry Machinery Co., Inc.
GREY-ROCK, brake lining, clutch facings, brake blocks, Revolute Div., Raybestos-Manhattan, Inc.
GRIMES, air compressors, Grimes Co.
GRIPNET, nylon net closures, Keyes-Davis Co.
GRIPPER, snap fasteners, Oakville Co., Div., Scovill Mfg. Co.
GRIPPO, slip-resistant trouser guard, Patek & Co.
GRIPPO, non-slip trouser guards and foam hanger cover or shoulder guard, L. M. Leathers' Sons
GRIPPO, all purpose spotter, paint, oil and grease remover, L. M. Leathers' Sons
GRIPTEX, liquid rubber, Adhesive Products Corp.
GRITITTE, bagging rod clamp, Bishop Freeman Co.
GRIP-TITE, marking tags, Liberty Marking Tag Co., Inc.
GRIPITTE, rug pole hangers, American Laundry Machinery Co.
GROMMET GRIP, reinforced grommets for nylon nets, Gibraltar Fabrics, Inc.
GROSS, drycleaning extractors, filters, tumblers, washers, Gross Machinery Co., Inc.
GROSSAIRE, open-end tumbler, Gross Machinery Co., Inc.
GROSS-EX, drycleaning washer-extractor, Gross Machinery Co., Inc.
GROSS-OMATIC, safety petroleum drycleaning unit, Gross Machinery Co., Inc.
GROSS STAR LITTLE GIANT AIR VAC, vacuum system for pressing machines, L. Behrstock Co.
GROSS STAR SCREEN ASBESTOS PAD, asbestos pad protectors, L. Behrstock Co.
GROSS-X, tumbler, Gross Machinery Co., Inc.
G-SEAL, pipe joint compound, Quigley Co., Inc.
G-SOL, drycleaning soap, G & C Chemical Co.
GUARANTEED, built, powdered high-titer laundry soap, Swift & Co., General Soap Dept.
GUARDIAN, nylon knitted laundry nets, Fablok Mills, Inc.
GUARDIAN, hanger covers, shirt bands, garment bag, trouser guards, Great Eastern Paper Converters, Inc.
GUARDSMAN, watchclock, Detex Watchclock Corp.
GULF, petroleum and Stoddard solvents, rust preventatives, greases and lubricating oils, Gulf Oil Corp.-Gulf Refining Co.
GUMCRAFT, gummed, mending and printed tapes, Gummed Tape & Devices Co.
GUTH GERM-KILLING LIGHTS, bactericidal lighting equipment, Edwin F. Guth Co.
GYROL, fluid drive, transmission-variable speed, American Blower Corp., Div. American-Standard

H, water soluble grease, Keystone Lubricating Co.
H & A, size, H. & A. Sizing Co.
HCR, high capacity cation exchanger, National Aluminate Corp.
HD, belt fasteners, Flexible Steel Lacing Co.
H. I. S., instant starch, Hercules Powder Co., Huron Milling Div.
H.K., bleach and fabric softener, H. Kohnstamm & Co., Inc.
HTH, granular bleach disinfectant, deodorizer, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
HTH, soda bleach mix, calcium hypochlorite with soda base, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
H. V., horizontal-vertical centrifugal pumps, Decatur Pump Co.
HW, liquid soap, detergent, Eaton Chemical & Dyestuff Co.
HAERTEL, fur cleaning material, equipment, trucks, fumigation cabinet, garment racks, fur vault door, Walter Haertel Co.
HAGAN C-500, high capacity resin, Calgon Co., Div. Hagan Chemicals & Controls, Inc.
HAGAN-CALCON, mechanical water softener, Calgon Co., Div. Hagan Chemicals & Controls, Inc.
HAIROUND, round belting, Graton & Knight Co.
HALOX, dry bleach, Wyandotte Chemicals Corp., I. B. Ford Div.
HALL, tanks and tubs, Amos H. Hall & Sons
HAMILTON, casters, dollies, racks, wheels, trucks, Hamilton Caster & Mfg. Co.
HAMILTON SPRING PADDING, spring padding for laundry flatwork ironers and presses, American Laundry Machinery Co.
HAMILTON, dye kettles, extractor baskets, Hamilton Copper & Brass Works
HAMMEL-DAHL, valve controls, valves, Hammel-Dahl Co.
HAMMOND, washers, tumblers, extractors, Hammond Laundry-Cleaning Machinery Co.
HAMMOND MIRACLE-MATIC, laundry washer-extractors and washer-extractor drycleaning units, Hammond Laundry-Cleaning Machinery Co.
HAMMOND WEL-40, laundry washer extractor, Hammond Laundry Machinery Co.
HAND-A-LOX, wire hanger holder, Time Savers, Inc.
HANDEE, presses, Force Equipment Co.
HAND-FILM, protective hand cream, National Cleaners Chemical Mfg. Co.
HANDI, bundle and garment racks, Speare Co.
HANDIPAK, portable autographic register, Egly Register Co.
HANDIROL, mending tape, Gummed Tape & Devices Co.
HANDLEWRAP, handle tape for shirt packaging, Rowe Enterprises, Inc.
HANDY, button and buckle covering equipment, Handy Button Machine Co.
HANDY, flatwork ironer, American Laundry Machinery Co.
HANDY, gate valves, Lunkenheimer Co.
HANDY, rubber markers, Zuckerberg Co.
HANDY HOOKS, garments and household conveyors, Engineering & Production Specialties
HANDYPAK, day tags, Tagit Co.
HANG-A-LOX, wire hanger rack, Time Savers, Inc.
HANG-A-PAK, ready made delivery bags, Webster Industries, Inc.
HANGER-AD, foam plastic hanger guard, printed with advertisement, Art Anson Inc.
HANGER-TIES, hanger combiners, H. F. Hanscom & Co.
HANG-RITE, garment hangers, Waldorf Paper Products Co.
HANG-R-SHIELD, garment hanger cover, Stant Corp.
HAPMAN, conveyors, Hapman-Dutton Co.
HARWID, polyethylene, Olin Cellophane Div., Ecusto Paper Corp.
HAT SIZING, sizing for hatters, Warco Laboratories, Inc.
HAUSER-STANDER, wood tanks, tubs, vats, Hauser-Stander Tank Co.
HAWKEYE, soap flakes, Iowa Soap Co.
HAYS, veriflow meter, visio-ratio gauge, Hays Corp.
HEARTH-CRETE, refractory material, Quigley Co., Inc.
HEART-OAK, leather belting, Graton & Knight Co.
HEAT-KWIK, combination trap, V. D. Anderson Co., Div., International Basic Economy Corp.
HEAT-PAK, steel boilers, hot water heaters and oil burners, Aldrich Co.
HEAVEN SCENT for Kings and Queens, scented advertising to be placed in drycleaned and laundered garments, Arrow Mfg. Co.
H. E. FLUELESS, gas boilers, F. M. Lattner Mfg. Co.
HELE-SHAW, pumps, American Engineering Co.
HELMET, steel safety pins, Risdon Mfg. Co.
"HENRICI", glove forms and necktie presses, Henrici Laundry Machinery Co.
HERCULES CMC, sizing agent, Hercules Powder Co., Huron Milling Div.
HERCULES, extractors, Haring & Stephens Co.
HERCULES, hoists, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
HERCULES, marking ink, H. Kohnstamm & Co., Inc.
HERCULES, nylon net, Gibraltar Fabrics, Inc.

HERCULES, Stoddard solvent and 140° F drycleaning units, washers, Hercules Laundry Machinery Co., Inc.
HERMAN, delivery truck body, ALF-Herman
HERO, fire extinguishers, Bostwick Laboratories
HEV-E, combination oil and gas burner, Cleaver-Brook Co.
HEXACON, press pads, covers, Stadium Co., Inc.
HEXAMO, prespotter, Riverside Mfg. Co.
HEXIKLOR, synthetic solvent drycleaning detergent, Krassan Products, Inc.
HEXITE, wetcleaning soap, Riverside Mfg. Co.
HEXOL, prespotter, Slater-Robbins Co., Inc.
HEXOLATE, alkali, soap builder, Lewis National Corp.
HI-BASEX A, zeolite, Hungerford & Terry, Inc.
HI-CAP, charge system detergent, Lustrol Drycleaning Products, Div. Patek & Co.
HI-CAP, steam traps, Strong, Carlisle & Hammond Div.
HICORY, soap, flaked or powdered, Los Angeles Soap Co.
HI-FLY, air and steam separators and purifiers, V. D. Anderson Co., Div. International Basic Economy Corp.
HI-FASHION, garment finisher, Hoffman International, Inc.
HIGH-FLASH SHELL-SOL, naphtha petroleum solvent, Shell Oil Co., Inc.
HI-FLY, fatty acid remover and color, Dello Products Co.
HIGH-SPEED, horizontal curtain drier, laundry drying tumbler, American Laundry Machinery Co.
HI-GRADE, leather belting, cement, dressing, Cornell Belting Co.
HI-HOPES, drycleaning detergent, Hope Chemical Corp.
HI-HOPPER, belt conveyors, New London Engineering Co.
HI-INVERSAND, zeolite, Hungerford & Terry, Inc.
HI-JET, drycleaning, laundry washer extractor-drier units, Hoffman International, Inc.
HILD, rug and carpet shampooing equipment, animal stain remover, Hild Floor Machine Co., Inc.
HILD BRITE, rug and upholstery shampoo, Hild Floor Machine Co., Inc.
HILD SHOWER FEED, rug and carpet scrubbing machine, Hild Floor Machine Co., Inc.
HI-LENE, upholstery dryer, Coastal Chemical Corp.
HI-LITE, solvent soluble brightener, Lustrol Drycleaning Products, Div. Patek & Co.
HILO, built low-titer soap powder, Armour & Co., Industrial Soap Dept.
HILO-CHROME, chrome-base bonding mortar, Mexico Refractories Co.
HILOSET, high-temperature bonding mortar, Mexico Refractories Co.
HI-LUSTRE, fur glazing fluid, Bernard Sirotta Co.
HI-FERM, drycleaners press covering kit, F. H. Bonn Co.
HI-SPEED RAIL, monorail and speedrail systems, Time Savers, Inc.
HI-SPEED, washer, Keystone Laundry Machinery Co.
HI-SPOT, prespotter, Dello Products Co.
HI-TEMP ONE-COAT, insulation cement, Thermold Products Co., Inc.
HI-TEST, high-pressure welded boilers, Kewanee Boiler Corp.
HI-TEST, moth spray, Bernard Sirotta Co.
HI-TEX, laundry soap flakes and powdered soap, Empire Soap Co. Ltd.
HI-TEX, rug and upholstery shampoo, Coastal Chemical Corp.
HI-TONE, non-ionic drycleaning detergent, Hi-Tone Soap Co.
HI-V TRIPLEHEAD, new type triple head with split buck, Force Corp.
H-K DRY BLEACH, dry bleach, H. Kohnstamm & Co., Inc.
HK TEXTILE SOFTENER, fabric softener, H. Kohnstamm & Co., Inc.
HODGES, checking systems, Jack Hodges Specialty Co.
HOFFCO-VAC, portable vacuum cleaner, Hoffman International, Inc.
HOFFMAN, vacuum systems, stills and filters, Hoffman International, Inc.
HOFFMAN, pressing machines (garments), laundry washers, extractors and tumblers, Hoffman International, Inc.
HOFFMAN COLLAR MASTER, collar press, Hoffman International, Inc.
HOFFMAN EXTROL, Stoddard solvent washer-extractors, Hoffman International, Inc.
HOFFMAN VAPOR SAVERS, perchlorethylene recovery tumblers, Hoffman International, Inc.
HOFF-VAC, pedal-control vacuum spotting board, Hoffman International, Inc.
HOLDAPRES, trouser hanger, B & C Engineering Co.
HOLD-FAST, leather belt dressing, I. B. Williams & Sons
HOLTITE, collar supports, Wormstead, Smith & Loomis, Inc.
HOL-TITE, marking tags, Liberty Marking Tag Co., Inc.
HOLT WHIRLWIND, floor polishers, Holt Mfg. Co.
HOMO-FLEX, hose, belting, Revolute Div., Raybestos-Manhattan, Inc.
HONEYCOMB, filter tubes for industrial fluids, gases and compressed air, Commercial Filters Corp.

TRADE NAMES

HONEYWELL, humidity control system, Minneapolis-Honeywell Regulator Co.
HONEYWELL MAGICARE, relative humidity control, conveyor control, temperature control, pressure control, valves, relays, indicator controls, Minneapolis-Honeywell Regulator Co.
HOODCLO, bleach, Hood Chemical Co., Inc., Crescent Div.
HOOF, automobile and engine governors, Hoof Products Co.
HOOKER, caustic soda (sodium hydroxide), chlorine, perchlorethylene and trichlorethylene, Hooker Chemical Corp.
HOOPERWOOD, cotton press padding, nets, William E. Hooper & Sons
HOOSIER PEARL, corn starch, National Starch Products, Inc.
HOPE, drycleaning detergents, sizings, repellents etc., Hope Chemical Corp.
HOPE, tapes, belting, Hope Webbing Co.
HOPE WR SIL, water repellents, Hope Chemical Corp.
HOPKINS, washing machines, tanks, Hopkins Equipment Co.
HOPKINS ATOMIZER, spotter, Hopkins Equipment Co.
HOPKINS FILTER, horizontal, bag type filter, Hopkins Equipment Co.
HORIZONTAL, tubular boilers, Steamaster Boiler Co., Inc.
HORN CRETE-FIX, floor resurfacer, A. C. Horn Co., Inc.
HORNDRILL-N-TITE, roof coating, A. C. Horn Co., Inc.
HORN FUMEX, fume resistant coating for walls, ceilings, A. C. Horn Co., Inc.
HORNGLAZE, floor wax, A. C. Horn Co., Inc.
HORNOLITH, dustproof for concrete floors, A. C. Horn Co., Inc.
HORWATH, laundry washers and parts, A. A. Horwath & Sons
HOT-SPOT, stick type press cleaner, Dello Products Co.
HOTT PATCH, heat-setting high-temperature cement, Ramtite Co.
HOWELL, sump pumps, oil burners, Kol-Master Corp.
HOYT, tumblers, Hoyt Mfg. Corp.
HOYT-PER UNIT, combination filter, still and muck cooker, Hoyt Mfg. Corp.
H. & T. MULTIPORT, valve automatic operation, Hungerford & Terry, Inc.
HTH-15, free flowing white powder for sanitizing, deodorizing and disinfecting, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
HUB, laundry marking tags, Boston Clip & Tag Co.
HUBER, overfed stokers, Flynn & Enrich Co.
HUBINGER COMPOUND, corn starch, Hubinger Co.
HUEBSCH "42", open-end tumblers, Huebsch Originators
HUMIDIGRAPH, direct-reading humidity recorder, Bristol Co.
HUNGERFORD & TERRY PRESSURE FILTER, water filter, Hungerford & Terry, Inc.
HURON INSTANT STARCH, combination starch, Hercules Powder Co., Huron Milling Div.
HV-4, air vacuum system, U. S. Hoffman Machinery Corp.
HYAL, builders, George Stearns Chemical & Mfg. Co.
HYCON, high concentrated chlorine dry bleach, Keever Starch Co., Keever Beach Div.
HYDRAMITE, pumps, American Engineering Co.
HYDRAMIX, drycleaning soap, emulsifier, Edelmuth Mfg. Chemists
HYDRAPHTAL, textile processing agent, E. I. du Pont de Nemours & Co., Inc.
HYDRASOL, wetcleaning Celanese soap, Keystone Aniline & Chemicals Co., Inc.
HYDRAULIC HANDLIFT and FOOTLIFT, trucks, Lewis-Shepard Products, Inc.
HYDRAXFOLDER, automatic small piece folder, Hydraxor Co.
HYDRAXTOR, extractor, Hydraxor Co.
HYDRAZENE, rust remover, National Cleaners Chemical Mfg. Co.
HYDREX, automatic laundry washer-extractor, American Laundry Machinery Co.
HYDRO-AIR, drycleaning press, Pantex Mfg. Corp.
HYDROBOT, "Lo Boy" stainless steel washer, Hydraxor Co.
HYDROBREAK, laundry alkali and soap stripper, Diamond Alkali Co.
HYDRO CLARO, bleach, Lewis National Corp.
HYDROL, drycleaning detergent, Riverside Mfg. Co.
HYDROLATE, laundry alkali and soap stripper, Diamond Alkali Co.
HYDROLINE, booster and large condensate return, Peerless Pump Div., Food Machinery & Chemical Corp.
HYDROPEL, naphtha-soluble waterproofing, National Cleaners Chemical Mfg. Co.
HYDROPEL GB, water repellent, National Cleaners Chemical Mfg. Co.
HYDROSTE, reducing bleach, Nu-Pro Mfg. Co.
HYDROSORE Cakes, solvent purifier, Stamford Chemical Co.
HYFLO, filter powder, Johns-Manville
HYFOAM, detergents, George Stearns Chemical & Mfg. Co.
HYGEA-PINE, pine oil disinfectant, Continental Car-Na-Var Corp.
HYGRADE, plastic buttons, Hygrade Button & Supply Co.

HY-LO, blanket washer, American Laundry Machinery Co.
HY-PAC, bleach, Lewis National Corp.
HY-PALON, extractor covers, Galesburg Canvas Products
HYPRO, sectional flatwork ironer, American Laundry Machinery Co.
HY-SET, high temperature boiling mortar, Mexico Refractories Co.
HY-SOL, synthetic rubber protective gloves and aprons, Charleston Rubber Co.
HY-SOL, soap builders, Thompson-Hayward Chemical Co.
HYSPAR, aluminum and white enamel underpaint, Midland Paint & Varnish Co.
HY-SPOT, substitute for chloroform, Slater-Robbins Co., Inc.
HY-SWEET, new sweetener for use with charged system, Johns-Manville
HYTEMPITE, high-temperature bonding mortar, Quigley Co., Inc.
HY-TEXAL, built-tallow soap, Allen B. Wrisley Co.
HY-TUF, alloy steel, Crucible Steel Co. of America
HY-V AIR JET, high-velocity concentrated cooling fan, DeBothezat Fans Div., American Machine & Metals, Inc.
HY-WHITE, blue, Speare Co.
HY-WHITE, laundry soap, H. Kohnstamm & Co., Inc.

ID, piece count tags and 6 tag strip tags, Identification, Inc.
I.D.N., iodine stain remover, Package Chemical Co., Inc.
IMO, rotary pump, De Laval Steam Turbine Co.
I-R, liquid spotter for ink stain removal, Caled Products Co., Inc.
I-R-C, lightweight insulating refractory castable and concrete, Mexico Refractories Co.
I.S., press clamp, slip chain, racks, Ink-O Products Co.
IXL, laundry soaps, Fry Bros. Co.
IDEAL, filter paste soap, National Cleaners Chemical Mfg. Co.
IDEAL, grease cups, Lunkenheimer Co.
IDEAL, pins, safety pins, Ideal Mfg. Co.
IDEALITE, non-glare neon-type light, Ideal Lighting Co., Inc.
IDEAL STYLE A, laundry washer, American Laundry Machinery Co.
IGEPALS, synthetic detergents, General Dyestuff Corp.
IGEPONS, synthetic detergents, General Dyestuff Corp.
ILG, centrifugal and propeller fans, unit heaters, Ilg Electric Ventilating Co.
IMPACTOR, valves handwheels, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
IMPAX, soap, H. Kohnstamm & Co., Inc.
IMPERIAL, asbestos pipe covering and blocks, Rubenoid Co.
IMPERIAL, chest-type ironer, Imperial Laundry Machinery Co.
IMPERIAL, fine drycleaning detergent, Anscott Dry Cleaning Products, Inc.
IMPERIAL, vacuum cleaner, Multi-Clean Products, Inc.
IMPERIAL CREST, detergent, Anscott Dry Cleaning Products, Inc.
IMPERIAL CROWN, medium priced detergent, Anscott Dry Cleaning Products, Inc.
IMPERIAL 90, synthetic drycleaning unit, Prosperity Co., Div. Ward Industries Corp.
IMPREGNOLE, water repellent, Warwick Chemical Co.
IMPULSE, steam traps, Yarnall-Waring Co.
INCO, metal castings fittings, tubings, nickel alloy fittings, castings, etc., International Nickel Co., Inc.
INCONEL, alloy of nickel and chromium, International Nickel Co., Inc.
INDEL-O-MARK, indelible automatic marking pen, Mark-O Corp.
INDIAN, laundry soap, North Coast Chemical & Soap Works
INDUSTRIALITE, laundry soap, New South Mfg. Co., Inc.
INDUSTRIAL, fabric conditioner for wetcleaned garments, Namco Chemical Corp.
INDUSTRIAL, neutral soap chips and powder, Armour & Co.
INDUSTRIAL GLOVE CLEANER, synthetic drycleaning machine for gloves, wipers, work clothing, etc., Vif Mfg. Co.
INEX, laundry rinsing aid, H. Kohnstamm & Co., Inc.
INGERSOLL-RAND, compressors, blowers, pumps, Ingersoll-Rand Co.
INGRAIN, laundry starch, Industrial Grain Products, Ltd.
INKEX, writing ink remover, Patek & Co.
INK-GO, liquid oxidizing agent and stain remover, A. L. Wilson Chemical Co.
INK-O, spotting aid, Ink-O Products Co.
INK-O-CIDE, ink remover, Coastal Chemical Corp.
INK-TWINS, wet or dry side spotters, Russell Products Co.

INNER-FIN, cooling unit, Dunham-Bush, Inc.
INNER-PACK, steel split repair sleeves, Dresser Mfg. Div., Dresser Industries, Inc.
INSTANT, moth killer, Beriou Mfg. Co.
INSTANT, tannin stain remover, Russell Products Co.
INSTANT GRAB TAPE, carpet seaming tape, J-G Chemists
INSTITUTIONAL, fabric preservative, conditioner, Namco Chemical Corp.
INSTITUTIONAL, starch, A. E. Staley Mfg. Co.
INSULAG, plastic refractory lagging and finishing material for high-temperature equipment, Quigley Co., Inc.
INSULBRIX, insulating firebrick, Quigley Co., Inc.
INSULCRETE, refractory material, Quigley Co., Inc.
INTERCHANGEABLE ASSEMBLY, F. W. I. assemblies of various types guaranteed for two years, Gibraltar Fabrics, Inc.
INTERMATIC, time controls, International Register Co.
INTERNATIONAL, chemical mixing machinery, tanks, International Engineering, Inc.
INTERNATIONAL, garment bags, International Paper Co.
INTERNATIONAL, motor trucks, International Harvester Co., Motor Truck Div.
INTERSUDS, soap, H. Kohnstamm & Co., Inc.
INVADER, pumps, Schrimmer-Dornbier Pump Co.
INVERCAB C-110, polystyrene resin zeolite, Hungerford & Terry, Inc.
INVERSAND, greensand zeolite and softeners, Hungerford & Terry, Inc.
INVINCIBLE, industrial vacuum cleaners, Invincible Vacuum Cleaner Mfg. Co.
INVOLUTE, spray nozzles, Yarnall-Waring Co.
IN-WEAVING, reweaving, In-Weaving Co. of America
IODASE, iodine stain remover, Greenville Chemical Products, Inc.
IONETTE, wet spotter and penetrant, Krausen Products, Inc.
IPCO, safety equipment, Industrial Products Co.
IRI-ZON, germicidal sour, Speedite Chemicals Co., Div. Patek & Co.
IRON CITY, duck cover, Pittsburgh Waterproofing Co.
IRONERLUBE, lubricant, Johnson Chemical Industries, Inc.
IRONER OIL, improvement over wax, Eaton Chemical & Dyestuff Co.
IRON FIREMAN, stokers, gas and oil burners, Iron Fireman Mfg. Co.
IRONOIL, ironing surface lubricant, Patek & Co.
IRON OILITE, machine parts lubricating bearings, Amplex Div., Chrysler Corp.
IRONSIDE, nylon laundry net, Gibraltar Fabrics, Inc.
IROQUOIS, safety pins, Risdon Mfg. Co.
IROQUOIS, soap, Lewis National Corp.
ISO-THERM, hot water heating system, Fred H. Schant Engineering Co.
ITSTIX, gummed tape, Nashua Corp., Sure-Hold Div.
IVORY, neutral soap, beads, chips and powder, Procter & Gamble Distributing Co.

J.F.S., variable speed reducers, Stephens-Adamson Mfg. Co.
J-M, packings, gaskets, etc., Johns-Manville
JACKSON SOLV-AIR COOLER, solvent cooler, Samuel Jackson Mfg. Co.
JACOBSON, wholesale garment dyer, flameproofing, Lawrence Jacobson Dye Works, Inc.
JANET, necktie presses, glove forms, Henric Laundry Machinery Co.
JAN-I-SAN, platform type collector cart for soiled linen or laundry, Paul O. Young Co.
JAXON, laundry presses, Pinnacle Products Corp.
JAY BEE, super-duty firebrick, Mexico Refractories Co.
JAY-DEE, fur stretcher, fur and leather softener, mothproofing liquid, Jay-Dee, Inc., Mfg. Chemists
JAYSONET, nylon nets, Jayson's Div. Jayson Silk Mills
JAYTEX, press pads and covers, nylon, Jayson's Div. Jayson Silk Mills
JEFFERSON ISLAND, salt, Jefferson Island Salt Co., Inc.
JEFFERSON THOROBRED, wood and metal laundry and drycleaning washers, Laundry Machinery Div., Jefferson Wood Working Co.
JET, drycleaning equipment, Hoffman International Inc.
JET "BUCKET SEATS", coin-op chairs, Clesco National, Inc.
JET COIN CHANGER, coin changer, Clesco National, Inc.
JET FIRE, (Hammond) gas laundry tumbler, Hammond Laundry-Cleaning Machinery Co.
JET 420, coin-op laundry washer, Clesco National, Inc.

JET-IMPERIAL, built detergent-germicidal deodorant, Armour & Co., Industrial Soap Dept.
 JETINE, marking ink, H. Kohnstamm & Co., Inc.
 JETRO, automatic washer control, American Laundry Machinery Co.
 JET SELF-FEED, dispenser for filter powder and activated carbon, Inflico, Inc.
 JET 60, coin-op laundry dryer, Clesco National Inc.
 JETVERTIZER, wrapping paper printer and dispenser, J. J. Connolly, Inc.
 JETVEYOR, steam jet ash conveyor, Brady Conveyors Corp.
 JEWELITE, match books, Universal Match Corp.
 J-G BENDER, glue to lay tackless stripping, J-G Chemists
 JIFFY, cuff and pocket brusher, bagging devices, bag racks, Medalie Mfg. Co.
 JIFFY, puff irons, Columbia Laundry Machinery Co.
 JIFFY SORTERS, sorting hooks with clip attached, Frank B. Smith Co.
 JIFFY-STICK, ink remover, National Cleaners Chemical Mfg. Co.
 JIFFY STRETCHER, drapery finisher, Kleen Hamper, Inc.
 JIF-TY, press covers and pads, Tingle, Brown & Co.
 JOHN HANCOCK, marking pens, Samuel Taubman & Co.
 JOHNSON, flexible metal hose, Johnson Metal Hose, Inc.
 JOHNSON, ironer oil, liquid stripper, Johnson Chemical Industries, Inc.
 JOHNSON, rotary pressure joints, steam water heater, compressed-air separators, compressed-air aftercoolers, high-temperature boiler feed system, solenoid valves, automatic boiler water controls, Johnson Corp.
 JOHNSON, horizontal steam generator for gas, oil or combination gas and oil firing, Mears-Kane-Ofeldt, Inc., Div. S. T. Johnson Co.
 JOHNSON, steam boilers, Johnson Bros., Inc.
 JOINT-SEAL, anti-seize, joint seal and clean-out plug compound, Armite Laboratories
 JOMAC "34", scorch-resistant press padding, Jomac, Inc.
 JOMAC 33, press padding, Jomac, Inc.
 JOMAC 24 K, golden yellow starch resistant press padding, Jomac, Inc.
 JORDAN VALVES, industrial regulators, Jordan Corp.
 J-27, nylon flannel, Whitehouse Nylon Products
 JUMBO, metallic wool padding, International Steel Wool Corp.
 JUMBO, net pins, Risdon Mfg. Co.
 JUMBO FLAN-O-WOOL, flatwork ironer padding, Keever Starch Co., Keever Beach Div.
 JUNIOR, extractor, Fletcher Works, Inc.
 JUNIOR, net pins, Keyes-Davis Co.
 JUNIOR CASCADE, laundry washer, American Laundry Machinery Co.
 JUNIOR CHALLENGER, washer, Miller Laundry Machinery Co.
 JUNIOR SPORTFOLIO, printed shirt board for small size sport shirts, Package Masters, Inc.
 JUNIORETTE LAUNDRY, small laundry unit, American Laundry Machinery Co.

K

K & B, barrels, bins, boxes, buckets, cabinets, chutes, cylinders, guards, stocks, tanks and ventilating systems, Kirk & Blum Mfg. Co.
 KCX, 4% single bath charge detergent, Keystone Aniline & Chemical Co.
 KCAX, 1% single bath charge detergent, Keystone Aniline & Chemical Co.
 K-B, soap powder, sour, Kliegman Bros., Inc.
 K-D, net pins, identification systems, portable bagger, marking pins, Keyes-Davis Co.
 K.O.P., coco-potash soap, Armour & Co.
 K & T, valves, Klipfel Mfg. Co.
 K-V, heavy fluid lubricant, Keystone Lubricating Co.
 KAL, chlorine bleach, bluing, ammonia, detergent powdered form in individual envelopes, Kaleen Chemical Corp.
 KANE, gas-fired steam boilers, Mears-Kane-Ofeldt, Inc., Div. S. T. Johnson Co.
 KAN KIL, insecticide, Colgate-Palmolive Co.
 KANTARK, non-renewable fuses, Trico Fuse Mfg. Co.
 KANT FALL, spur rolls to attach to rug beater, Moore's Time-Saving Equipment, Inc.
 KANT-SLIP, continuous business forms, Standard Register Co.
 KARAGAMI, powdered wax, refined wax, Concord Chemical Co., Inc.
 KARAL, low foam synthetic detergent, Wyandotte Chemicals Corp., J. B. Ford Div.
 KAR BAR, auto garment rack, Keyes-Davis Co.
 KARDEX, visible records files, Remington Rand Inc.
 KARGO-KING, aluminum-alloy van panel truck bodies, J. B. E. Olsen Corp.
 KARPET-KARE, carpet cleaner, Bigelow-Sanford Carpet Co.
 KARRY KIT BOXES, boxes for shirts, sweaters, knit wear, formal dress shirt, printed, Package Masters, Inc.

KATOLIGHT, generators, light plants, Kato Engineering Co.
 KAY-BEE, cover cloth, Kliegman Bros., Inc.
 K-BI, break alkali, Laundry Chemicals Co.
 K-BRITE, drycleaning soap, H. Krevit & Co., Inc.
 K-46, simplified file system for handling charge accounts, Automatic Salesbook Co.
 KDK KLOTH, covering for press and flatwork, R. Lally Co.
 KD QUICK, plastic garment bag maker, Keyes-Davis Co.
 KECKLEY, steam and liquid control equipment, O. C. Keckley Co.
 KEE, zippers and slide fasteners, Kee Zipper Corp.
 KEEDOL, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.
 KEELER CP, boilers, E. Keeler Co.
 KEEN AIR DISHNER, odor absorbent, diaper can deodorant, fumigant, Keystone Chemical Co.
 KEEVER RUG SIZE, rug and carpet size, Keever Starch Co., Keever Beach Div.
 KEEVER CHEST CLEANER, steel flatwork ironer cleaner, Keever Starch Co., Keever Beach Div.
 KEEVER CLEANER, liquid press cleaner, Keever Starch Co., Keever Beach Div.
 KEEVER FLATWORK IRONER PADS, steel wool padding for flatwork ironers, Keever Starch Co., Keever Beach Div.
 KEEVER IMPERIAL PADS, stainless steel press pads, Keever Starch Co., Keever Beach Div.
 KEEVER JUMBO PADS, first like Co.
 KEEVER LIQUID BLUE, blue, Keever Starch Co., Keever Beach Div.
 KEEVER SCOT PADS, economy steel wool press pads, Keever Starch Co., Keever Beach Div.
 KERO, moth-repellent garment storage bags, Kennedy Car Line & Bag Co., Inc.
 KELCO, cutting oil, Keystone Lubricating Co.
 KELCO, drop box, thru-the-door receiver, bundle drops, assembly hooks and speed rail parts, Kelco Engineering Ltd.
 KELLER RUG CEMENT, rug cement, J-G Chemists
 KELLEY, heat reclaimers, hot-water heaters, storage heaters, National Electric Co., Inc.
 KELLOGG-AMERICAN, air compressors, Kellogg-American Div., Scaife Co.
 KELMAKER, pressure filters, vacuum traps, sight-glass assemblies, Kelmaker Mfg. Co.
 KELSO BLANKET FLUFFER, blanket carding machine, G. A. Braun, Inc.
 KEM PRO, nylon cover cloths, Whitehouse Nylon Products
 KEN-BLEACH, dry laundry chlorine bleach, Kenco Chemical Co., Inc.
 KENCO MOTH SPRAY, moth repellent, Kenco Chemical Co., Inc.
 KENCO SUPER CHARGE, all charge systems, Kenco Chemical Co., Inc.
 KEN DDZ, synthetic drycleaning machine, John W. Young
 KENITE, diatomaceous earth filter powder, Kenite Corp.
 KENNEDY, paper bags, Kennedy Car Liner & Bag Co., Inc.
 KENNEY, water softeners, filters, zeolite, Kenney Softener & Filter Co.
 KENOO, powder synthetic wetcleaning detergent and water softener, Keystone Chemical Co.
 KENT, industrial vacuum cleaners, floor machines, Kent Co., Inc.
 KENTUCKY, trucks, dollies, boxes, Kentucky Box & Truck Co.
 KERODEX, protective hand cream, Ayerst, McKenna & Harrison
 KETOS, tool steel, Crucible Steel Co. of America
 KEWANE, heating boilers, power boilers, storage water heaters, steel tanks, water heating garbage burners, Kewanee Boiler Corp.
 KEX, chemical for dust control, Callaway Mills
 KEY KLEEN, liquid wetcleaning detergent and oil soap, Keystone Chemical Co.
 KEY-LOK, brake blocks, Raybestos-Manhattan, Inc.
 KEYLUBRIC, air tool lubricant, Keystone Lubricating Co.
 KEYPROOF, combination flameproofing and mothproofing agent, Keystone Chemical Co.
 KEYSO, drycleaning soap, G & G Chemical Co.
 KEYSRAY, mothproofing agent and insecticide, Keystone Chemical Co.
 KEYSTONE, alkalis, Swift & Co.
 KEYSTONE, extractors, Keystone Laundry Machinery Co.
 KEYSTONE, hat sizing, Keystone Aniline & Chemical Co., Inc.
 KEYSTONE, leather soap and liquid glove soap, nail polish remover, white kid glove bleach, Keystone Aniline & Chemical Co., Inc.
 KEYSTONE, package water tube steam generators, Erie City Iron Works
 KEYSTONE, washable service apparel, Keystone Coat & Apron Mfg. Corp.
 KEYSTONE, wax spot remover, Keystone Lubricating Co.
 KEYSTONE DRI-KLEEN, spot remover, Keystone Chemical Co.
 KEY-TAG, automatic mechanical identification system pins, Key-Tag Checking System Co.
 KEY-TEX, filter soap, G & G Chemical Co.
 KEYTEX, conc., drycleaning soap, Keystone Aniline & Chemical Co., Inc.
 KEYTHOL, deodorizing machine and scent blocks, Keystone Scent Conditioner Corp.
 K-FELT, thermal insulation, American Felt Co.
 K-411, boiler stew, to remove scale deposit, National Chemical Sales Co., Laboratory, Inc.

K-3, laundry soap builder, Wyandotte Chemicals Corp., J. B. Ford Div.
 K-51, alkali, Kenco Chemical Co., Inc.
 K-555, low-temperature soap powder, Laundry Chemicals Co.
 KIDDE, fire extinguishers, Walter Kidde & Co., Inc.
 KIDYKOLOR, garment bags, Kennedy Car Liner & Bag Co., Inc.
 KIDSKIN, diaper softener, Anscott Dry Cleaning Products, Inc.
 KILLARNEY, laundry blue, Patek & Co.
 KIL-ODE, odorless deodorant, Warco Laboratories, Inc.
 KING BEE, paint, oil and grease remover, Dello Products Co.
 KING-CLIP, gate valve, Lunkenheimer Co.
 KIRK's, spray guns, formers, finishers, Kirk's Leather Cleaners
 KISCO, boiler room equipment, Kisco Boiler & Engineering Co.
 KITAGUNI, Japan wax, Strohmeyer & Arpe Co.
 KLAMP-ON, pin sets, Moore's Time-Saving Equipment, Inc.
 KLEAN, super activated carbon, Adco, Inc.
 KLEANMORE CONCENTRATE, graphite treatment for boiler scale removal, Kleanmore Laboratories, Inc.
 KLEANWELL, oil soap, Minnesota Chemical Co.
 KLEENAP, rug detergent, H. Kohnstamm & Co., Inc.
 KLEEN-EM, slightly alkaline soap containing powder and optical bleach detergent, Bigelow Chemical Products Corp.
 KLEENFLO, activated sweetener powder, L. A. Salomon & Bro.
 KLEEN HAMPER, bundle depository, Garment Finishing Equipment Corp.
 KLEEN-PAD, flatwork ironer cleaner pad, Resillo Press Pad Co.
 KLEEN PAK, drycleaners' bags, Diem & Wing Paper Co.
 KLEEN-RITE, coconut-oil soap, National Cleaners Chemical Mfg. Co.
 KLEEN SHEEN, paste rug soap, Adco, Inc.
 KLEEN SUDS, soap, Lewis National Corp.
 KLEENSTAT, ironer oil, Gibraltar Fabrics, Inc.
 KLEENTEST, moisture dispersing agents for charged system, dry cleaning soaps Kleanest Laboratories
 KLEENWELL, flatwork ironer cleaner, R. Lally Co.
 KLER-VELOPE, complete line polyethylene bags and rolls, Webster Industries, Inc.
 KLEERVU, safety eye guard, gauge-glass protector, Wright-Austin Co.
 KLEER-WITE, no rinse detergent, C-W concentrate and paint, oil and grease remover, Marlene Chemical Corp.
 KLEERWITE C. W. CONCENTRATE, concentrated charge detergent, Marlene Chemical Corp.
 KLEERWITE G. O. P., grease, oil and paint remover, Marlene Chemical Corp.
 KLEERWITE PENETRANT, wet pre-spotter, Marlene Chemical Corp.
 KLEERWITE PROTTEX, water repellent, Marlene Chemical Corp.
 KLEERWITE RENUTEX, sizing, Marlene Chemical Corp.
 KLENEASE, liquid wetcleaning soap, Caled Products Co., Inc.
 KLENEASE SPECIAL, liquid synthetic wetcleaning soap, Caled Products Co., Inc.
 KLERA-CID, laundry sour, Wyandotte Chemicals, Corp., J. B. Ford Div.
 KLEX, pumice soap, Colgate-Palmolive Co.
 KLEGBILT, alkali, break powder, Kliegman Bros., Inc.
 KLEGSFURN, nets, cover cloth, Kliegman Bros., Inc.
 KLEIGWEAVE, nets, Kliegman Bros., Inc.
 KLIKIT, snap fastener service kit, Kaycrest Products
 KLING AIR-MATIC, drycleaning machines, Kling "100" Corp.
 KLING "100", washer-extractor-petroleum and synthetic, Kling "100" Corp.
 KLIPLOK, clamps for fuse clips, test clamps, Trico Fuse Mfg. Co.
 KLIP-ZIT, drier clips, Time Savers, Inc.
 K-LIQUID SOAP, liquid soap, Laundry Chemicals Co.
 KLIX, paint remover, Nu-Pro Mfg. Co.
 KLOENT, synthetic soap, G & G Chemical Co.
 KLORE-LENE, spotting solution with chloroform action, Davies-Young Soap Co.
 KLORO, liquid detergent for use with synthetic solvent units, Adco, Inc.
 KLOTHES-KADDY, Kleen Hamper, Inc.
 K-MASTER, steam traps, air filters, blowdown valves, Kaye & MacDonald, Inc.
 K-MON, heat-treating alloy, International Nickel Co., Inc.
 KM-129, odor absorbent, deodorant, disinfectant, fumigant, synthetic detergent, chemical water conditioner, Keystone Chemical Co.
 KNACK, heavy duty laundry builder, Speedlite Chemicals Co., Div. Patek & Co.
 KNIGHT-WARE, acid-proof chemical stoneware, Maurice A. Knight
 KNITTED PADDING, press pads, Knitted Padding Co.
 KNITTED TOP PEERLESS, nylon net, Gibraltar Fabrics, Inc.
 KOBO, order neutralizer, spotting board, Eaton Chemical & Dyestuff Co.

TRADE NAMES

KOKO, liquid wetcleaning soap, Adeco, Inc.
 KOKOWET, wetcleaning soap, Stadham Co., Inc.
 KOLD, sour, Minnesota Chemical Co.
 KOLITE, cold-water built soap, John T. Stanley Co., Inc.
 KOL MASTER, stokers, Kol-Master Corp.
 KOLORCARS, direct-mail customer control system, Reba Martin, Inc.
 KOLORTEX, industrial soap, Allen R. Wisley Co.
 KOMET, synthetic drycleaning machine, 502 per load, Vic Mfg. Co.
 KOMO, laundry soaps, Minnesota Chemical Co.
 KOMONOL, organic detergent, Minnesota Chemical Co.
 K-122, soap builder, Laundry Chemicals Co.
 KON-NEC-TOR, mercury switch, General Electric Co.
 CONTROL, charge soap, Eaton Chemical & Dyestuff Co.
 KOOL-PRESS, press head covers, Hobade Associates
 KORDITE, transparent, reusable, plastic mothproof storage bags, delivery, shirt, sweater and blanket bags, Kordite Co., Div. Textron, Inc.
 KORO, filter detergent, Nu-Pro Mfg. Co.
 KOROLA, French-cuff fastener, Boston Clip & Tag Co.
 KOSMETEX, spotter for cosmetic stains and liquors, Patek & Co.
 KOWAXO, ironer wax, H. Kohnstamm & Co., Inc.
 KOYLOON, foam pressing pads, U. S. Rubber Co., Koylon Div.
 KRAN-MER, dyeing, Kran-Mer Corp.
 KRASAN CLEAR CHARGE, charged system drycleaning detergent, Krasan Products, Inc.
 KRESTVIG, synthetic drycleaning machine, 20-25¢ per load, Vic Mfg. Co.
 KREX, medicated ointment, Caled Products Co., Inc.
 KRIEGL, drain valve for large washers, George W. Kriegl Co.
 KRIEGL WASHER TIMER, timing device for washer drain with delayed signal or any machine with need for timed cycle with air controlled device and signals, George W. Kriegl Co.
 KROM-NOX, mercurochrome remover, Warco Laboratories
 KROMOAK, leather and waterproof leather belting, Charlotte Leather Belting Co.
 KROMOTAN, leather and waterproof leather belting, Charlotte Leather Belting Co.
 KRYOLITE, enzymatic digester, Coastal Chemical Corp.
 K618, charged soap, Huntington Laboratories, Inc.
 K-SOLVENT, detergent for industrial wetwash, Laundry Chemicals Co.
 KUFTACKER, stapler for trouser cuffs, Bostitch Co.
 KUNKLE, safety and relief valves, Kunkle Valve Co.
 KURB-SIDE, motor truck bodies, J. B. E. Olson Corp.
 KWICK-SET, collar support, strips, Empire Cardboard Corp.
 KWIK CHANGE, cover and iron springs, Time Savers, Inc.
 KWIK FILE, filing system, Automatic Salesbook Co.
 KWIK-KLIP, skirt and pants clip, Gibraltar Products Co.
 KWIK-KOVERS, garment hanger shield, paper specialties, Kwik-Kover Mfg. Co.
 KWIK ON, rug stretching bars, Moore's Time-Saving Equipment, Inc.
 KWIK-SET, bag and net holders, Time Savers, Inc.
 KWIK SET, washing-machine timer, H. C. Thompson Clock Co.
 KWIK-TAG, paper and cloth marking tags, Kwik-Kover Mfg. Co.
 KWIK TWISTS, hanger combiners, Gibraltar Products Co.
 KWK VOLCLAY, bentonite clay, American Colloid Co.
 KYRO AC, synthetic detergent, Procter & Gamble Distributing Co.
 KYRO EO, nonionic synthetic detergent and wetting agent, Procter & Gamble Distributing Co.

L

LA, package pressure filters, L. A. Water Softener Co.
 LDT, tumblers, laundry — drycleaning, Western Laundry Machinery Co.
 L-F-O, suede finishing oil, Riverside Mfg. Co.
 L. M. C., pumps, Lubbock Machinery Co., Inc.
 L-N, sour, tags, Lewis National Corp.
 "LP," steam connectors, Universal Metal Hose Co.
 L-S, leather-suede drycleaning soap, Caled Products Co., Inc.
 L.S.R., lipstick remover, West Side Corp.
 LST, laundry steam tumblers, Western Laundry Machinery Co.
 LAB-CREST, laboratory glassware, Fischer & Porter Co.
 LA BELLE, agricultural disc steel, Crucible Steel Co. of America
 LABOR MISER, metal button and thread racks, button bins and large spoons of thread, Labor Miser Co.

LACLEDE, grates, stokers, Laclede Stoker Co.
 LACOUERSOL, spotting agent, Nu-Pro Mfg. Co.
 LA-DOWN STAIR, collar supports, Time Savers, Inc.
 LA FRANCE, fire extinguishers, American-La France-Foamite Corp.
 LAIDLAW, hangers, W. A. Laidlaw Wire Co.
 LALL-TEX, steel wool press pads, R. Lally Co.
 LAM-TEX, sponge press pads, rubber floor mats, Pittsburgh Tag Co.
 LANE, canvas baskets, trucks, bodies and hampers, accessories and fiberglass baskets and trucks, W. T. Lane & Bros., Inc.
 LANEM, lanolin emulsion cone, ammonia, Tower Chemical Sales
 LANICO, wetcleaning soap, Dello Products Co.
 LANI-TEX, press pads, floor mats, Pittsburgh Tag Co.
 LANO LUSTRE PROCESS, suede and leather cleaning and refinishing, Lano Lustre Suede & Leather Co.
 LANO-SHEEN, fabric conditioner, blanket and rug soap, Kleenest Laboratories
 LAPELLETES, lapel protectors, M. H. Gronauer Co.
 LAQUERSOL, lipstick and nail polish remover, Nu-Pro Mfg. Co.
 LARTON, assembly hooks, sorters, Larton Products Co., Inc.
 LASCO, liquid coconut oil, soap builder, Los Angeles Soap Co.
 LATCO, boilers, P. M. Lattner Mfg. Co.
 LATEX CONCRETE REPAIR, floor repairing and resurfacing, The Camp Co.
 LATHEM, time recorders, watchmen's clocks, Latheam Time Recorder Co.
 LATHEM "SENTRY", watchman's clock, Latheam Time Recorder Co.
 LATHEM "VANGUARD", watchman's clock, Latheam Time Recorder Co.
 LATHERINE, rug shampoo, Continental Car-Na-Var Corp.
 LATTNER, boilers, boiler feed pumps and return systems, P. M. Lattner Mfg. Co.
 LAUNDERETTE, automatic washing machine, Philco-Bendix
 LAUNDERLOC, recording washwheel thermometer, water level recorder, Foxboro Co.
 LAUNDERLUXE, high phosphate laundry soap, New South Mfg. Co., Inc.
 LAUNDR-EEZ, synthetic detergent, Thompson Chemical Co.
 LAUNDRITE, starch, Clinton Foods
 LAUNDROMAT, automatic washing machine, Westinghouse Electric Corp.
 LAUNDRO-PAD, pre-cut for laundry presses, Arrow Mfg. Co.
 LAUNDRY COMPOUND, soap builder, Solvay Sales Div., Allied Chemical Corp.
 LAUNDRY LESTOIL, laundry detergent, Lestoil Products, Inc.
 LAUNDRY MAID, products for coin-operated machines, controlled suds detergent, dry bleach, starch, Automatic Service & Supply Co., Inc.
 LAUNDRY SODA, special cleaner, Solvay Process Div., Allied Chemical Corp.
 LAUNDRY SOUR, acid material for neutralizing, Turco Products, Inc.
 LAUNDRY SOUR, acids, Diamond Alkali Co.
 LAUNDRY WASHEX, laundry washer-extractor, Washex Machinery Corp.
 LAUNETTE, built soap, Procter & Gamble Distributing Co.
 LAUNETTE SPECIAL, low sudsing built detergent, Procter & Gamble Distributing Co.
 LAUNSO, medium pH built soap, E. F. Drew & Co., Inc.
 LAUNTEX, liquid industrial detergent, Cowles Chemical Co.
 LAVERKOL, spot washing, General Dyestuff Corp.
 LAVOX, machinery enamel, Pittsburgh Plate Glass Co., Paints Div.
 LAWSON, pulleys, hand trucks, wheels, casters, Menasha Wood Split Pulley Co.
 LAYNE, vertical turbine pumps, water treatment and conditioning equipment, water well supplies, Layne & Bowler, Inc.
 LAYTITE, floor coating, Steelco Mfg. Co.
 LAZY SUSAN TRAY, wet bundle sorter, Rosenthal Mfg. Co.
 LE ANN, fur repair and remodeling services, Le Ann Fine Furs
 LEATHERFAST, suede leather dye, Keystone Aniline & Chemical Co., Inc.
 LEATHER-LIFE, leather dressing, Nyeco Products Co.
 LEATHER-LUSTRE, smooth-leather colors, Keystone Aniline & Chemical Co., Inc.
 LEATHER SOAP, leather cleaning and glove soap, Spix Products Co.
 LECTRICK-ICE, water cooler, Uniflow Mfg. Co.
 LED, liquid enzyme digester, Signal Chemical Mfg. Co., Inc.
 LED-PLATE, thread and gasket paste, Armite Laboratories
 LEEBAW, counter conveyor, industrial trucks, Leebaw Mfg. Co.
 LEEF, flexible forms, Leaf Bros., Inc.
 LEFFEL, automatic underfeed stokers, steam boilers, James Leffel & Co.
 LEMCO, water conditioners, water filters and water analysis equipment, Lynn Engineering & Mfg. Co., Inc.
 LENACO, baskets, bleaches, blues, ink, ironer oil, pads, flannels, press covers, cement, Lewis National Corp.
 LENACO NO-SAG, tumbler pads, Lewis National Corp.

LENASOL, disinfectant, Lewis National Corp.
 LENO, nylon net, Iselin-Jefferson Co., Inc.
 LEPRECHAUN MIST, suede dressing, Leprechaun, Inc.
 LESLIE, controls and regulators, pumps, valves, Leslie Co.
 LENO, leather soap, Nu-Pro Mfg. Co.
 LESTARE, bleach packets for laundromats, Lestoil Products, Inc.
 LESTEX, laundry detergent, Lestoil Products, Inc.
 LESTOIL, liquid washing compound, Lestoil Products, Inc.
 LETHOL MOTH FUMIGANT, insecticide, Mortemoth Chemical Laboratories
 LEVELENE, textile dyeing assistants, American Aniline Products, Inc.
 LEVELENE FGD, color-setting liquid, American Aniline Products, Inc.
 LEVELOL, stripper, Eaton Chemical & Dyestuff Co.
 LEVELOL, prespot leveling agent, Stamford Chemical Co.
 LEVELON, blue, H. Kohnstamm & Co., Inc.
 LEVELON, moisture leveler and neutral spotting base, National Cleaners Chemical Mfg. Co.
 LEVER FORMULA 770, 777, 880, all-purpose granules, mild flakes, heavy detergents, Lever Brothers Co.
 LEVER LIQUID DW 300, light duty synthetic detergent liquid, Lever Bros., Co.
 LEVER SOAP, high-tier chips, granules, Lever Brothers Co.
 LEWIS, baskets, trucks, G. B. Lewis Co.
 LEWIS, rug binding machines, Lewis Invisible Stitch Machine Co.
 LEWIS LINE, reinforced plastic, woven wood and wire and masonite-pressedwood baskets, hampers and 4-wheel box trucks, Container Development Corp.
 LEXARD, milled toilet soap, Swift & Co., Industrial Soap Dept.
 LEXINGTON, single-bath synthetic solvent drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 LEXINGTON 301, 30 lb. synthetic cleaning unit, completely automatic controls, all-glass mounting, stainless steel cylinders, tub or body, American Cleaners Equipment, Div. American Laundry Machinery Co.
 L-4008, laundry starch, Clinton Foods Inc.
 LIBERTY, fiber tag material, marking tags, Liberty Marking Tag, Inc.
 LIFE FOR FABRICS, water repellent and fabric conditioner, Franklin Research Co.
 LIFE-LOK, impeller adjustment feature, Decatur Pump Co.
 LIFETIME LINEN TAPE, mending tape, Hughes Co.
 LIFETIME MOTHPROOFING, moth repellent, Sibur Mothproof Co.
 LIFE-SAVE, ball-bearing pillow blocks and flange units, T. B. Wood's Sons Co.
 LIFT, promoted synthetic detergent, Lustrol Drycleaning Products, Div. Patek & Co.
 LIFTVEYOR, inclined belt conveyor, Mechanical Handling Systems, Inc.
 LIGHTER METHOD, laundry packages, Sutherland Paper Co.
 LIGHT-LOADER, belt conveyors, New London Engineering Co.
 LIGHTNING BLEACH, fast acting wool bleach, Lustrol Drycleaning Products, Div. Patek & Co.
 LIGHTNING, drycleaning, fur and upholstery cleaning compounds, Mortemoth Chemical Laboratories
 LIGHTNING, water-repellent dip tank, Hopkins Equipment Co.
 LIKOL FLAKES, green neutral soap, Keever Starch Co., Kever Beach Div.
 LIME-SOLV, rinsing aid, H. Kohnstamm & Co., Inc.
 LINCOLN, rug and carpet redyeing, Lincoln-Hudson Rug Dyers, Inc.
 LINDY, drycleaning and laundry marking pens, Lindy Sales Co.
 LINENFIXE, soaps, H. Kohnstamm & Co., Inc.
 LINEN SOUR, linen and laundry sour, Keever Starch Co., Kever Beach Div.
 LINK-BELT, chains, conveyors, power transmission machinery, Link-Belt Co.
 LINN, special bodies, delivery trucks, Linn Coach & Truck Div., Great American Industries, Inc.
 LINOL, disinfectant, Lincoln Research, Inc.
 LINTEX, de-linting spray, Dixie Co., Inc.
 LINTEX, fabric softener, Edmar Chemical Co.
 LINT-FREE CLING FREE, drycleaning process, Davies-Young Soap Co.
 LINTROL, dry size anti-static compound, Stamford Chemical Co.
 LIP-I-CATER, lipstick and lacquer remover, W. F. Johnson Products Co.
 LIPOFF, cleaning compounds, Mortemoth Chemical Laboratories
 LIPTICK-MUV, lipstick remover, Package Chemical Co., Inc.
 LIQUA-BREAK, washroom detergent, Davies-Young Soap Co.
 LIQUA-PEL, weatherproof, Edelmuth Mfg. Chemicals
 LIQUID BLUE "G," blue, Diamond Alkali Co.
 LIQUID BLUE, H. Kohnstamm & Co., Inc.
 LIQUID BLUE "R," blue, Diamond Alkali Co.
 LIQUID DRI-CLENE, drycleaning detergent, Armour & Co.
 LIQUID-LITE, laundry additive, Tower Chemical Sales
 LIQUID MORTEMOTH, insecticide, Mortemoth Chemical Laboratories

LIQUID REGAL, anionic neutral liquid syndet, Armour & Co., Industrial Soap Dept.
 LIQUID RESISTAL, dry side water repellent, Caled Products Co., Inc.
 LIQUIVATOR, condensate return system, Morehead Mfg. Co.
 LIQUOR CHLOROXYLENOLIS, disinfectant, Lincoln Research, Inc.
 LISTMAKER, laundry listing machines, National Marking Machine Co.
 LITTLE BOLT, pocket material, B. & G. Lieberman Co., Inc.
 LITTLE CHIEF, pumps, Fairbanks, Morse & Co.
 LITTLE GIANT, water spray gun, Stebbins Mfg. & Supply Co.
 LITTLE GIANT AIR VAC, air vacuum system, Electronic Machine Co.
 LITTLE INCH, tape dispenser, Better Packages, Inc.
 LITTLE JOE, adjustable garment hanger, Keyes-Davis Co.
 LITTLE WARRIOR, metal washer, Illinois Laundry Machinery Mfg. Co.
 LITTLE WONDER, electric whiskbrush machine, American Freshcoat Co.
 LIVE OAK, leather transmission belting, Eagle Belting & Leather Co.
 LIVELY, detergent and bleach packets for coin-op laundries, Automatic Enterprises, Inc.
 LIVING WHITE, activated fatty acid soap, Activated Soap Co.
 LIXATE, rock-salt dissolver, International Salt Co., Inc.
 L. N. 4, spotter and stripper, Lewis National Corp.
 LOAD-KING, laundry and drycleaning tumbler, Hoyt Mfg. Corp.
 LOADTROL, reclamer, Hoyt Mfg. Corp.
 LODESTAR, electric hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 LO-DOOR MAMMOTH CASCADE, laundry washer, American Laundry Machinery Co.
 LOEBL, garment dyeing, Loeb Dye Works, Inc.
 LOGIK, soap builder, Minnesota Chemical Co.
 LO-HED, hoists, car pullers, American Engineering Co.
 LOK-STRIP, collar support, Time Savers, Inc.
 LOK-TITE, marking tags, Liberty Marking Tag Co., Inc.
 LO-MAINTENANCE, electric motors, Allis-Chalmers Mfg. Co.
 LONGBOY, cotton nets and flatwork ironer apron, Carson Textile Co.
 LONGLIFE, ironer aprons, ironer ribbons, Tingue, Brown & Co.
 LONGWEAR, F. W. I. aprons, Tingue, Brown & Co.
 LOOKOUT, steel steam power boilers, condensate return systems, boiler pump systems, Lookout Boiler & Mfg. Co.
 LO-SET, high temperature mortar, Mexico Refractories Co.
 LOSET, stokers, Canton Stoker Corp.
 LO-SHUN, high suds synthetic detergent, Wyandotte Chemicals Corp., J. B. Ford Div.
 LOSTOKER, boiler stoker, Detroit Stoker Co.
 LOT SYSTEM TAG-O-MATIC, marking machine for lot system identification, Textile Marking Machine Co., Inc.
 LOUDEN, conveyors, cranes, hoists, Loudon Machinery Co.
 LOVELY ON SILICONE SPRAY, aerosol deodorant, water repellent, Fulon Corp.
 LOX-STRIP, collar supports, Time Savers, Inc.
 LOYAL, automatic starcher, Armstrong Machinery Co.
 LOYAL, pressing machines, vacuum systems, starching machines, Loyal Textile Machinery Co.
 LT 60, built red oil soap, Allen B. Wrisley Co.
 LT-252, protein digester, Pabst Brewing Co., Industrial Products Div.
 LT-253, protein digester, Pabst Brewing Co., Industrial Products Div.
 LUBEFLEX, starch aid lubricant, Hood Chemical Co., Inc., Crescent Div.
 LUB-N-WAX, powdered ironer wax, Speare Co.
 LUBRI-KLEEN, lubricating agent for ironers and presses, Paper Chemicals Co.
 LUECKE, drapery pleat-folider, steam vacuum table, stretcher, topper, hangers (shop) and general use, Luecke Drapery Pleating Machine Co.
 LUMAR, textile softener powder, Marilyn Chemical Co., Inc.
 LUNKENHEIMER, valves, boiler mounts, lubricators, grease cups, gauges, etc., Lunkenheimer Co.
 LUSE'S LO-SUDS, synthetic detergents, Wm. K. Luse & Co.
 LUSTERETTE, portable for ironing and glazing machine, Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.
 LUSTER FIXE, sour, H. Kohnstamm & Co., Inc.
 LUSTER-ON, fur glaze, Nuvco Products Co.
 LUSTER-PLATE, press plate for silks, Bishop Freeman Co.
 LUSTERSUDS, soap, H. Kohnstamm & Co., Inc.
 LUSTERWAY, drycleaning system for franchise basis, McCleary Associates, Inc., and/or Root & Co.
 LUSTERWAY COMPOUND, fur cleaning sawdust, Root & Co.
 LUSTERWAY FORMULA, fur conditioner and glaze, Root & Co.
 LUSTERWAY SOLVENT, fur cleaning solvent, Root & Co.
 LUSTOL, products for drycleaning, Patek & Co., Lustral Drycleaning Products Div.
 LUSTRAL, liquid synthetic cleaner, National Cleaners Chemical Mfg. Co.

LUSTRE SEAL, floor sealing and repair material, Keystone Chemical Co.
 LUSTRO-KLEEN, liquid wetcleaning soap, Slater-Robbins Co., Inc.
 LUSTRON, laundry flatwork ironer, American Laundry Machinery Co.
 LUX FLAKES, pure soap, Lever Bros. Co.
 LUXOL, starch lubricant, E. F. Drew & Co., Inc.
 LUXOR PLASTIC, transparent garment bags, Russendoss Bag Co., Inc.
 LYDET, neutral liquid syndet, Keever Starch Co., Keever Beach Div.

Me

McDONNELL, safety devices for steam and water, McDonnell & Miller, Inc.
 McDONNELL & MILLER, water controls, McDonnell & Miller, Inc.
 McELMOYL, canvas baskets, canvas shipping hampers, canvas basket trucks, M. J. McElmoyl Co.
 McKEE-ECLIPSE, blowers, boiler feed and return systems, gas burners, controls, Eclipse Fuel Engineering Co.

M

M&M, break booster, M & M Chemical Co.
 M & M, boilers, level controls, McDonnell & Miller, Inc.
 MIF, pipe fittings, Malleable Iron Fittings Co.
 M-K-O, automatic boiler feed systems, Mears-Kauf-Ofeldt, Inc., Div. S. T. Johnson Co.
 M. L. B., waterproof cemented leather belting and dressing, Milwaukee Leather Belting Co.
 MacCARL FOG BLASTER, sprayers, MacCarl Co., Inc.
 MacCARL FOG MAKER, sprayers, MacCarl Co., Inc.
 MACIETA AIRFOIL, industrial ventilating fans, Aerovent Fan Co.
 MACKLER, fur cleaning equipment, B. Mackler & Sons
 MAESTRELLI, drycleaning machines, synthetic, North American Maestrelli, Inc.
 MAFORCO, fur storage equipment, racks, Market Forge Co.
 MAFS tubular filters, Mafs Corp.
 MAFS COOKER-STILL, combination muck cooker and still, Mafs Corp.
 MAGIC, double collar support, J. W. Steele & Co.
 MAGIC, rug measuring table, Moore's Time-Saving Equipment, Inc.
 MAGICARE, drycleaning process, Minneapolis-Honeywell Regulator Co.
 MAGICARE CONVEYOR CONTROL, automatic station selector control, Minneapolis-Honeywell Regulator Co.
 MAGICARE, RELATIVE HUMIDITY CONTROL SYSTEM, washer moisture control, Minneapolis-Honeywell Regulator Co.
 MAGICARE TUMBLER PANEL, drycleaning reclamer and laundry tumble temp control, Minneapolis-Honeywell Regulator Co.
 MAGIC BELT RING, belt holder, A. G. Vara & Sons, Inc.
 MAGIC CORNER, boxes, Sutherland Paper Co.
 MAGIC-DIAL, call office conveyor (bundles and garments), Forse Corp.
 MAGIC FLANNEL, foam latex D. C. pads, Keever Starch Co., Keever Beach Div.
 MAGIC INSTICK, ink eradicator, Nu-Pro Mfg. Co.
 MAGIC RINSE, fabric softener, Edmar Chemical Co.
 MAGIC-SEAL, shirt bands, Century Paper Products Co.
 MAGIC SPOTTER, medicine remover, Dello Products Co.
 MAGLA SILVER, cover cloth, Magla Products
 MAGLINER, package, garment, hand and platform trucks, dockboards, roller conveyors and barrel skids, Magline, Inc.
 MAGNESIN, advertising sign, W. A. Roper Supplies, Inc.
 MAGNESOL, absorptive filter powder, Westvaco Chlor-Alkali Div., Food Machinery & Chemical Corp.
 MAGNETROL, liquid level controllers, Fred H. Schaub Engineering Co.
 MAGNETTE, circuit breakers, Heinemann Electric Co.
 MAGNISET, a type of free vane air-operated controller, Bristol Co.
 MAJESTIC, steel steam boilers, Ames Iron Works
 MAJOR, lubricators, Lunkenheimer Co.
 MAJOR, nylon laundry net, Gibraltar Fabrics, Inc.
 MAMMOTH CASCADE, laundry washer, American Laundry Machinery Co.
 MANHATTAN, nylon net, knitted, Gibraltar Fabrics, Inc.

MANHATTAN, hose, rubber, Revolute Div., Raybestos-Manhattan, Inc.
 MARION V, prepotter, Merson Products Co., Inc.
 MANITOWOC, "FASHION AWARD," drycleaning and finishing equipment, Manitowoc Engineering Corp.
 MANITOWOC-OLSON, tubular filter, Manitowoc Engineering Corp.
 MANOMATIC, polyethylene bag makers, Pak-All Corp.
 MARY WASH, nylon nets, Tingue, Brown & Co.
 MARATHON, ironer tape and feed ribbons, asbestos ironer covers and pads, black nylon cloth, Benwall Mfg. Co.
 MARATHON, flatwork ironer padding, Southern Mills, Inc.
 MARCENE, charge detergent, penetrant wet prepotter, Marcene Products Corp.
 MARCO, hot-water heaters, storage heaters, feed-water heaters, oil separators, Marshall Heater Co.
 MARCO, racks, lighting fixtures, Cleaners Sales & Equipment Corp.
 MARINE, grease cups, Lunkenheimer Co.
 MARQUETTE, shirt bands, hanger shields, collar supports and combination shirt bags, Marion Mfg. Co.
 MARK-FLOW, identification and handling equipment, Keyes-Davis Co.
 MARKMASTER, rental garment identification machine, National Marking Machine Co.
 MARKOGRAPH, marking machines, marking ink, George Streiger & Co.
 MARK-O-INK, indelible marking ink, Mark-O Corp.
 MARK-O-PEN, indelible marking pen, Mark-O Corp.
 MARK RITE, tags, Lewis National Corp.
 MARLETTE, laundry marking ink, Patek & Co.
 MARLATE, insecticide, E. I. du Pont de Nemours & Co., Inc.
 MARLOW, filter, oil, solvent and water pumps, Marlow Pumps, Div. Bell-Gossett Co.
 MARLYN, coin-op packages and vending machines, Marlyn Chemical Co., Inc.
 MARLYNBRITE, bleach, Marlyn Chemicals Co., Inc.
 MARMON-HERRINGTON, all wheel drive truck, Marmon-Herrington Co., Inc.
 MAROSAL, rinsing aid, Minnesota Chemical Co., Inc.
 MARFEL, water repellent, Marcene Products Corp.
 MARQUETTE, automatic washers and gas dryers, Marquette Corp.
 MARSH, valves, Jas. P. Marsh Corp.
 MARSHALL'S, spotters, Marshall Co.
 MARTEX, non-slip composition flooring, treads, American Abrasive Metals Co.
 MARTIN, drycleaning and finishing equipment, Martin Equipment Co., Div. American Laundry Machinery Co.
 MARTINIZING, drycleaning system, Martin Equipment Co., Div. American Laundry Machinery Co.
 MARVA, scrubbing soap, Marvella Corp.
 MARVEL, cotton padding, canvas cement, Pittsburgh Waterproof Co.
 MARVEL, ink remover, Keystone Aniline & Chemical Co., Inc.
 MARVEL, drycleaning equipment, Marvel Mfg. Co.
 MARVELLAIRE, humidifiers, Essick Mfg. Co.
 MARVELLA, rubber enamel, rubber glass and rubber enamel floor resurfacing materials; rubber glass and rubber paint, rug shampoo, wax and oil remover, upholstery shampoo, Marvella Corp.
 MARVELO, built soap powder, West Side Corp.
 MARVESO, drycleaning soap, Nu-Pro Mfg. Co.
 MASONNEILAN, steam plant equipment, Mason-Neilan Regulator Co.
 MASS PRODUCTION CURTAIN DRYER, 3-way curtain drier, National Dryer Mfg. Co.
 MASTER, drying tumblers, Hammond Laundry-Cleaning Machinery Co.
 MASTER, evaporative coolers, Essick Mfg. Co.
 MASTER, glove cleaning soap, Keystone Aniline & Chemical Co., Inc.
 MASTER, lint brush, Master Products Co.
 MASTER, nylon nets, X. S. Smith, Inc.
 MASTER, presses, laundry and drycleaning equipment, Master Machinery Co.
 MASTER, automatic sleeve, folder, Forse Corp.
 MASTER, soaps, Lasco Supply Co.
 MASTER, valves, Chace Valve Div., American Laundry Machinery Co.
 MASTER, work garments, Geo. Master Div.
 MASTER-BILT, solvent cooler, Master-Bilt Refrigeration Mfg. Co.
 MASTER BRAND, hatters' equipment, supplies Maxant Button & Supply Co.
 MASTER CASCADE, laundry washer, American Laundry Machinery Co.
 MASTER CHALLENGER, washer, Miller Laundry Machinery Co.
 MASTER COLLECTOR CART, aluminum or steel soiled linen or laundry cart, Paul O. Young Co.
 MASTER CONTROL UNIT, steam system, Velocity Steam Production Engineering, Inc.
 MASTER DRY CLEANER, paste drycleaning soap, Keystone Aniline & Chemical Co., Inc.
 MASTER FOLDER, automatic shirt folder, Forse Corp.
 MASTER KING, net pins, Keyes-Davis Co.
 MASTERMATIC, washer control, American Laundry Machinery Co.

TRADE NAMES

MASTER-MATIC, filter cleaner, pere reclaimer, Master Mfg. Co.
 MASTER PLATE, floor resurfacing concrete, Master Builders Co.
 MASTER QUICK, floor patching concrete, Master Builders Co.
 MASTER SELF-SEAL, shirt bands for advertising messages, Package Masters, Inc.
 MASTER SLEEVE, sleeve finisher, Forse Corp.
 MASTER SOLVENT EXTRACTOR, muck cooker, Master Mfg. Co.
 MATCHLESS, monorail trolley, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 MATCH-O-MATIC, match book dispenser, Universal Match Corp.
 MATCHORAMA, match book, Universal Match Corp.
 MATEER, extractors, Western Laundry Machinery Co.
 MAXANT MASTER, pleating machine, Maxant Button & Supply Co.
 MAX-EL, machinery steels, Crucible Steel Co. of America
 MAYTAG, automatic washer and dryer, coin operated, Maytag Co.
 MEASUREGRAPH, drapery measure, Morey Seldin Machinery Corp.
 MECLASOL, washroom detergent, Carlton Chemicals Co., Inc.
 MEGOLOID, colloidal clay compound, H. Kohnstamm & Co., Inc.
 MEHL, transparent bags, Mehl Mfg. Co.
 MEMO TAGS, pre-printed instruction tag, Larton Products Co., Inc.
 MENDEX, tabs and tapes for repairing marking, Mendex Corp.
 MEND-MASTER, machines for applying tapes or tabs, Mendex Corp.
 MENTOR BEADS, synthetic detergent, Colgate-Falmolive Co.
 MERASOL, colorless drycleaning detergent, R. R. Street & Co., Inc.
 MERCHANTISER R, "better built" delivery truck bodies for stripped forward control chassis, Boyertown Body & Equipment Co.
 MERCHANTVAN R, "better built" delivery truck bodies for laundry and drycleaning industry, Boyertown Body & Equipment Co.
 MERCURY, cleaning systems, filters, stills, tumblers, Mercury Cleaning Systems, Inc.
 MERCURY, presses, Troy Laundry Machinery Div., American Machine & Metals, Inc.
 MERCURY NUMATIC, fully automatic air operated valves, Mercury Cleaning Systems, Inc.
 MERMAID, break powder, Los Angeles Soap Co.
 MERPENTINE, surface active agent, E. I. du Pont de Nemours & Co., Inc.
 MERPOL, surface active agent, E. I. du Pont de Nemours & Co., Inc.
 MERRY CO ROUND, shirt sorting bin, Time Savers, Inc.
 MERSON, soaps, strippers, Merson Products Co., Inc.
 MERTEX, drycleaning soap Merson Products Co., Inc.
 MERTONE, charge soap, Merson Products Co., Inc.
 MERTONE-LITE, charge soap light, Merson Products Co., Inc.
 METAFOS, sodium metaphosphate, Rumford Chemical Works
 METEOR, electric hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 METALA-COTA, boiler water treatment, State Mfg. Co., Inc.
 METLWAL, metal partitions and paneling, Prosperity Co., Div., Ward Industries Corp.
 METLWAL, JR., railing high partitions, Prosperity Co., Div., Ward Industries Corp.
 METHO, multi-stop delivery truck bodies, International Harvester Co., Motor Truck Div.
 METRO-MULE, delivery trucks, International Harvester Co., Motor Truck Div.
 METROPOLITAN, sleeve formers, pelicans, press board and sleeve boards, R. & W. Specialty Mfg. Corp.
 METROPOLITAN COUNTERS, PARTITIONS AND TABLES, drycleaning store counters, partitions and drycleaning and laundry tables, R. & W. Specialty Mfg. Corp.
 METSO, detergents, Philadelphia Quartz Co.
 METSO 88, rug cleaner, Philadelphia Quartz Co.
 METSO 55, silicate-type detergent, Philadelphia Quartz Co.
 METSO ANHYDROUS, anhydrous sodium metasilicate, Philadelphia Quartz Co.
 METSO GRANULAR, sodium metasilicate pentahydrate, Philadelphia Quartz Co.
 METSO 99, sodium sesquiosulfate, Philadelphia Quartz Co.
 METSO 200, sodium orthosulfate, concentrated, Philadelphia Quartz Co.
 MEXICAST, plastic refractory concrete, Mexico Refractories Co.
 MEX-LOX, jointing material, Mexico Refractories Co.
 MEYERCORD, truck decals, Meyercord Co.
 M-3, insulating firebrick, Mexico Refractories Co.
 M-300, conventional drycleaning washers, Western Laundry Machinery Co.
 MICROBRACIDE C-6, bacteriocidal, fungicidal compounds concentrated, Tower Chemical Sales
 MICROBRACIDE L-L, bacteriocidal, fungicidal compound, Tower Chemical Sales
 MICROMET, rust and corrosion preventative, Calgon, Inc.
 MIDCO, flameproofing agent, Merson Products Co.

MIDGET, continuous towel cabinet, Steiner Sales Co.
 MIDGET, controls, Morehead Mfg. Co.
 MIDGET, static eliminator for industrial machinery, Simco Co.
 MIDGET KING, marking pins, Keyes-Davis Co.
 MIDGET-MATIC, laundry washers, Hammond Laundry-Cleaning Machinery Co.
 MIDLINER, continuous cloth towel cabinet, Steiner Co.
 MIDOFORM, all-around spotter, Merson Products Co., Inc.
 MIDWEST, filters, tube type, washer extractor combination, Midwest Machinery Co.
 MIDWEST, garment hangers, hanger shields and guards, shirt boards, Midwest Hanger Co.
 MIL-CIDE, mildew preventative, Speare Co.
 MILCO, colorback (for restoring color to faded fabrics), shampoo, A. O. Miller & Co.
 MILDEW-CHEK, mildew preventative, Chek Products, Inc.
 MILDEX, mildewicide, Patek & Co.
 MILDSEIZ, drycleaning mildew preventative, Cidex Corp.
 MILD-X, mild reducing bleach powder, Dixco Co., Inc.
 MILEAGE BOOSTER, vapor-absorbing machine, Vic Manufacturing Co.
 MILLER, laundry washers-extractors, Miller Laundry Machinery Co.
 MIRACLE AUTOMATIC DOUBLE COVER EXTRACTOR, sling extractor, Miller Laundry Machinery Co.
 MILLERMATIC, wash controls, Miller Laundry Machinery Co.
 MILLSPRAY, insecticide, Keystone Chemical Co.
 MINLOR, all products—laundry, drycleaning extractors, washers, Pellerin Milnor Corp.
 MILTROL CONSOLE, automatic washer control, Pellerin Milnor Corp.
 MINCO, soaps, wet cleaning soap, and rug shampoo, Minnesota Chemical Co.
 MINCO FEED RIBBONS, clipper laced feed ribbons, Minnesota Chemical Co.
 MINITURE SLEEVERS, sleeve formers, Wichita Precision Tool Co., Inc.
 MINI-LINE, pneumatic indicators and controls, Bailey Meter Co.
 MINISUDZ, low-sudsing synthetic detergent, Kever Starch Co., Kever Beach Div.
 "MINIVAN" R, "better built" delivery truck body, Boyertown Body & Equipment Co.
 MIRACLE, water softeners, iron removal units, filters, neutralizers, Water Refining Co., Inc.
 MIRACLE LINT PAD, reusable pad for removal of lint, hair and dandruff, Arrow Mfg. Co.
 MIRACLE-MATIC, washer-extractor, drycleaning and laundry, Hammond Laundry-Cleaning Machinery Co.
 MIRACLE MIL, complete drycleaning machine in one unit, Mil National Corp.
 MIRACLE MONIX, rug cleaning compound, mothproofing agent, Monix Co.
 MIRO SPRA, Nu-Pro Mfg. Co.
 MIRZA, rug cleaning system and machine, rug duster, rug dryroom conveyor, rug drying unit, rug wringer, American Laundry Machinery Co.
 MISSION BELL, toilet soap, Los Angeles Soap Co.
 MIST, steam spotter, Pennsalt Chemicals Corp.
 MISTO, chemical for dust control, American Standard Mfg. Co.
 MITCO, drycleaning washer, tumblers, J. B. Mitchell Co.
 MIZON, rug cleaning detergent, Fulm Corp.
 MKAYO, steam boilers for rug drying, Mears-Kane-Ofeldt, Inc., Div. S. T. Johnson Co.
 MO, clothing mfrs. presses, Prosperity Co., Div., Ward Industries Corp.
 MOBILE HAMPER, clothes cart, R. B. Smith Co.
 MOBIL MARKER, storage bin, marking hopper and marking table, Bishop Freeman Co.
 MOCO, drycleaning soap, fabric deodorant, liquid wetcleaner, spotter, dye pads, Package Chemical Co., Inc.
 MODEL, full line of laundry washroom supplies, Port Huron Detergent Co., Inc.
 MODEL A-3 FASHIONER AJUSTA-FORM, deluxe all purpose steam air finisher, Wichita Precision Tool Co., Inc.
 MODEL B-4, 4 column vendor, 5¢ and 10¢ box bleach, detergent, etc., William F. Shepherd, Inc.
 MODEL B-35, single column, vendor—5¢, 10¢ box, bleach, detergent, etc., William F. Shepherd, Inc.
 MODEL B-36, double, vendor 5¢ and 10¢ box, bleach, detergent, etc., William F. Shepherd, Inc.
 MODEL CB, packaged boilers, Cleaver-Brooks Co.
 MODEL LI-C, 40 lb. drycleaning unit, Prosperity Co., Div. Ward Industries Corp.
 MODEL 500 and 50, drycleaning washer, conventional types, Western Laundry Machinery Co.
 MODEL LO, rug pile brush, Certified Chemical & Equipment Co.
 MODEL P-2, AJUSTA-FORM, steam air finisher, Wichita Precision Tool Co., Inc.
 MODEL 65, solvent reclaimers, Vic Mfg. Co.
 MODEL 300, drycleaning extractor, Western Laundry Machinery Co.
 MODINE, unit heaters, coolers, Modine Mfg. Co.
 MOFLEX, tire rebuilding and repair materials, Mohawk Rubber Co.
 MOGRIP, tire recapping stock, tire rebuilding materials, Mohawk Rubber Co.
 MOGUM, tire recapping stock, tire rebuilding materials, Mohawk Rubber Co.
 MOHAWK, padding, Egan Cotton Mills

MOHAWK, tallow soap chips and powder, Swift & Co., General Soap Dept.
 MOHAWK, tire recapping stock, tire repair materials, Mohawk Rubber Co.
 MOLAFORM, stain remover, Package Chemical Co., Inc.
 MONARCH, synthetic solvent drycleaning machine, Tetrex Chemical Industries, Inc.
 MONARCH, laundry washer, American Laundry Machinery Co.
 MONARCH, water pumps, chemical and mechanical water conditioners, water filters, softening and treating equipment, zeolite, Monarch Engineering Co.
 MONARCH HI-LO, washer-extractor combination (laundry), Monarch Laundry Machinery Corp.
 MONARCH H-O, 25 lb. automatic open end washer, Monarch Laundry Machinery Corp.
 MONEL, alloy of nickel and copper, International Nickel Co.
 MONELLO, Monel pads for overall presses, Resillo Press Pad Co.
 MONEX, laundry extractor, American Laundry Machinery Co.
 MONITE, moth-mildewproofing with built-in deodorant, Monite Co., Inc.
 MONOBLOC, close-coupled centrifugal pumps, Worthington Pump & Machinery Corp.
 MONO-CHROME, chrome base plastic refractory, Refractories Co.
 MONO-FABRIK, plastic firebrick, Mexico Refractories Co.
 MONOFLO, rotary cable conveyor, M-H Standard Co.
 MONOGRAM, vinyl plastic link mats, American Mat Corp.
 MONO-LINE, plastic firebrick, Quigley Co., Inc.
 MONOMAT PAD, stainless steel D. C. pads, Kever Starch Co., Kever Beach Div.
 MONROE, accounting and business machines, Monroe Calculating Machine Co., Inc.
 MONTPELIER, truck bodies for laundry and linen supply delivery, Montpelier Mfg. Co.
 MOORE, autographic register, Moore Business Forms, Inc.
 MOORE, trolleys, monorail, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 MOORES OCTOLENE, rug cleanser, Moore's Time-Saving Equipment, Inc.
 MORAN, paint products, Moran Paint Co.
 MO-REX, dry press firebrick, Mexico Refractories
 MORHEAT, boiler and steam generators, Morheat Sales Co.
 MOROCCO, rug sizings, National Starch Products, Inc.
 MORSE, drum plug wrench, drum dispensing racks, bottle tipplers, drum hand trucks, Morse Mfg. Co., Inc.
 MOTEX, laundry extractor, American Laundry Machinery Co.
 MOTEX, mothproof, Coastal Chemical Corp.
 MOTH-BAN, moth proofing, Nu-Horizon System
 MOTH-CHEK, mothproofing agent, Chek Products, Inc.
 MOTHPROOFITE, insecticide, mothproofing concentrate, Mortemoth Chemical Laboratories
 MOTH-SAN, mothproofing agent, Huntington Laboratories, Inc.
 MOTH SEAL, storage bags, Lincoln Bag Co., Inc.
 MOTH SECTOR, dual-action moth spray, Fulm Corp.
 MOTH SHIELD, plastic storage bags, Bassenfoss Bag Co., Inc.
 MOTO-BELT, belt conveyors, New Loudon Engineering Co.
 MOTOPUMP, water supply pump, Yeomans Bros. Co.
 MOTORCOMPRESSOR, air compressors, Ingersoll-Rand Co.
 MOTOR PUMP, solvent and water pump, Ingersoll-Rand Co.
 MOUNT VERNON, cloth, asbestos, cover, filter, press, twine and uniform, Mount Vernon Mills, Inc.
 M. P. 189, wetting and dispersing agent, Lewis National Corp.
 MR. SIGNAL SPRAY SPOTTER, spray spotter, pre-spotter, neutral lubricant, Signal Chemical Mfg. Co., Inc.
 MRS. STEWART'S, liquid bluing, Luther Ford & Co.
 M. S. A., first aid and safety equipment, salt tablets and dispensers, Mine Safety Appliance Co.
 M-300, laundry and drycleaning extractors, Western Laundry Machinery Co.
 M-26, M-23, and M-20, insulating firebrick, Mexico Refractories Co.
 MULHOLLAND HARPER, high baked deluxe metal signs for indoor and outdoor, also plastic signs, Mulholland-Harper Co.
 Mulsolite, lubricant, spotter, penetrant, R. R. Street & Co., Inc.
 Mulsol-E, overall cleaner, Laundry Chemicals Co.
 MULTI-CLEAN, all-purpose scrubbing machine for rugs and carpets, Multi-Clean Products, Inc.
 MULTI-CLEAN, ANTI-SLIP WATER PROOF FLOOR WAX, emulsion waxes, Multi-Clean Products, Inc.
 MULTICOL, water heaters, circulating tank, Rud Mfg. Co.
 MULTI-COUNTER, counting devices, Multi-Counter Mfg. Co.
 MULTI-CUSHION, felt padding, Pittsburgh Waterproof Co.
 MULTI-FIN, water heaters, instantaneous, circulating tank, Rud Mfg. Co.

MULTIGRAPH, hand-operated duplicating machine, Addressograph-Multigraph Corp.
 MULTIGRIP, floor plates, U. S. Steel Co.
 MULTI-MOUNT, electric power drive, Sterling Electric Motors, Inc.
 MULTI-PHOS, phosphate regenerator, Speedlite Chemicals Co., Div. Patek & Co.
 MULTIPORT, valves, drainers, Cochran Corp.
 MULTITHERM, air-conditioning units, Clarge Fan Company
 MULTI-V DRIVE, V belt drives and sheaves, Worthington Pump & Machinery Corp.
 MURCO, unit heaters, D. J. Murray Mfg. Co.
 MUROZA, leather cleaning and sterilizing systems, American Laundry Machinery Co.
 MW 50, asbestos furnace cement, Philip Carey Mfg. Co.
 MYCEL, drycleaning process, R. R. Street & Co., Inc.
 MYRO, water softeners, Hungerford & Terry, Inc.

N

N-C, staples, stapling machines, Neva-Clog Products, Inc.
 NCB, carbonless business forms, National Cash Register Co.
 N.C.S., drycleaning soap, National Cleaners Chemical Mfg. Co.
 N-L, plastic impregnated tags, ink, Wm. J. Nicholson Laboratories
 N-M-D, globe, angle, check and quick operating valves, Lunkenheimer Co.
 N. P., stain remover, glove color, dry type water repellent, stripper, size, suede oil, Nu-Pro Mfg. Co.
 N R, laundry sour, Kenco Chemical Co., Inc.
 N-R-G, enzymic digester, George E. Mead Co.
 NABORETTE, small family service laundry, American Laundry Machinery Co.
 NACCINOL, synthetic organic digester, National Aniline Division, Allied Chemical Corp.
 NAIROIL, small oil burners, National Airoil Burner Co., Inc.
 NAJORT, laundry washers, R. Ewing & Sons, Inc.
 NAL, tannin spot remover, Signal Chemical Mfg. Co., Inc.
 NALCITE, resinous, ion exchangers, National Aluminate Corp.
 NALCO, heating units for driers, North American Electric Lamp Co.
 NALCO, water-treatment chemicals, National Aluminate Corp.
 NALAX, nail polish remover, Warco Laboratories, Inc.
 NAMCO, boiler compound, dry and wet water repellents, fabric finishing compounds, Namco Chemical Corp.
 NAPOLENE PASTE FILTER SOAP, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
 NAPSSEPTIC, sour, E. F. Drew & Co., Inc.
 NAPSOP 22, 60, laundry soaps, E. F. Drew & Co., Inc.
 NAPSQ, medium-titer powdered built soap, E. F. Drew & Co., Inc.
 NAPSOD, alkali compound, special detergents, E. F. Drew & Co., Inc.
 NAPSOLV, spotting agent, E. F. Drew & Co., Inc.
 NAPSQ 22, oil built soap, E. F. Drew & Co., Inc.
 NAPSUDS, rug and carpet soap, E. F. Drew & Co., Inc.
 NAPTEX, oil built soaps, E. F. Drew & Co., Inc.
 NAPTHANIL, dye bases, E. I. du Pont de Nemours & Co., Inc.
 NAPTHOLE, alkali compound, special detergents, E. F. Drew & Co., Inc.
 NAPTHOLE, ironer oil, E. F. Drew & Co., Inc.
 NAPTHOLE B, medium-high pH detergent, E. F. Drew & Co., Inc.
 NAPSTONE, complete laundering detergent, E. F. Drew & Co., Inc.
 NAPWAX, ironer wax, E. F. Drew & Co., Inc.
 NARRI-LAST, flat work ironer tape, Carson Textile Co.
 NASCO, soaps and washing compounds, National Soap & Chemical Co.
 NASHAWAY, self sealing paper bands, Nashua Corp., Sure-Hold Div.
 NASHUA, double-face flannel, Nashua Textile Co.
 NASHUA, package sealing machine, Nashua Package Sealing Co.
 NATCO, instantaneous tankless water heaters, National Combustion Co.
 NATIONAL, boiler seam protector, National Boiler Protector Co.
 NATIONAL, cash registers, accounting, adding, bookkeeping machines, salesbooks and forms, National Cash Register Co.
 NATIONAL, charge soap, for charge systems, National Cleaners Chemical Mfg. Co.
 NATIONAL, charge test kits for strong soap, National Cleaners Chemical Mfg. Co.
 NATIONAL, driers, stretchers, drying cabinets, tumblers, National Dryer Mfg. Co.
 NATIONAL, fans, National Engineering & Mfg. Co.
 NATIONAL, dry size, used with Stoddard solvent and perchlorethylene, National Cleaners Chemical Mfg. Co.
 NATIONAL, forced air ventilating system, National System of Garage Ventilation, Inc.
 NATIONAL, marking equipment, marking ink, belt conveyors, National Marking Machine Co.
 NATIONAL, soot remover and rust-preventive treatment, National Chemical Sales Co., Laboratory, Inc.
 NATIONAL, tape dispenser, Nashua Corp.
 NATIONAL AIROIL, oil burners and gas burners, National Airoil Burner Co.
 NATIONAL "CLASS 41", accounting machines, National Cash Register Co.
 NATIONAL LANG, listing machines, National Marking Machine Co.
 NATIONAL REWEAVING SERVICE, reweaving equipment, Wonder Weavers
 NATIONAL TAYPER, sealing machine, Nashua Package Sealing Co., Inc.
 NATIONAL TRUCK LEASING SYSTEM, truck leasing and rental services, National Truck Leasing System
 NATIONAL "21", cash register, National Register Co.
 NAT-MAR-CO, marking-machines and inks, National Marking Machine Co.
 NAUGATUCK SEAMLESS, seamless copper floats, Naugatuck Mfg. Co.
 NEBULYTE, oil-gas burner, Anthony Co.
 NECCHI, sewing machines, Necchi Sewing Machine Sales Corp.
 NEEDLEBOARD, wire pressboards, American Pressboard Co., Inc.
 NEET, printed crush-proof shirt packaging, Market Industries Co., Inc.
 NEET, shirt package, Patek & Co.
 NEGASTAT, heavy water soluble for rinse for static elimination, Functional Products Div., Playtime Products, Inc.
 "NEGASTAT" 105 LDC, aerosol application for elimination of static electricity and prevents its further build-up, Functional Products Div., Playtime Products, Inc.
 N-11, flatwork ironer, padding and press pads, Whitehouse Nylon Products
 NEM-A, shirt-folding machines, J. W. Steele & Co.
 NENSOL, feeder, Inflico, Inc.
 NEOMERPIN, surface active agent, E. I. du Pont de Nemours & Co., Inc.
 NEONYL, basket liners, wash room aprons, Toptex Corp.
 NEO-SPONGE, standing comfort mat of neoprene, American Floor Products Co.
 NEOVADINE AN, stripper, Ciba Co., Inc.
 NEPTUNE, leather belt cement, Graton & Knight Co.
 NEPTUNE, built soap, sudsing synthetic detergent and heavy duty synthetic liquid detergent, Lever Bros., Co.
 NE-TO, starch, A. S. Staley Mfg. Co.
 NEUBRITE, fluorescent sour, Cowles Chemical Co.
 NEULIN, economy sour, Cowles Chemical Co.
 NEUSOL, moth proofing sour, Cowles Chemical Co.
 NEUTRACIDE, sour, Lewis National Corp.
 NEUTR-LENE, deodorant neutralizer, Davies-Young Soap Co.
 NEUTRAL LUBRICANT, neutral lubricant, Lustrol Drycleaning Products, Div., Patek & Co.
 NEUTRA LUSTRE, for rug cleaners, Keever Starch Co., Keever Beach Div.
 NEUTRA SOL, sweetening agent, Benda Products, Inc.
 NEUTRASOL, synthetic detergent, Lewis National Corp.
 NEUTRASUDS, flake or powder, high-titer tallow soap compound, E. F. Drew & Co., Inc.
 NEUTRATLEX, sour, Lewis National Corp.
 NEUTRATINT, sour, Lewis National Corp.
 NEUTREX, rust removing sour, Speedlite Chemicals Co., Div. Patek & Co.
 NEU-TRI, degreasing solvents, The Dow Chemical Co.
 NEUTRO, sour, Turco Products, Inc.
 NEUTROGEN, sour, Lewis National Corp.
 NEUTROFAP, sour, E. F. Drew & Co., Inc.
 NEUTROPHOR, laundry neutralizer and whitener, Carlton Chemical Co., Inc.
 NEUTROSOAP, neutral laundry soap, Carlton Chemical Co., Inc.
 NEUTRO-STAT, anti-static spray, Simco Co.
 NEUTROTONE, detergent, Endriss Chemicals, Inc.
 NEVA-CLOG, stapling machine, wire staples, Neva-Clog Products, Inc.
 NEVA-FALL, plastic rack and route guides, Red Wing Products
 NEVA-SLIP, pants clip, Gibraltar Products Co.
 NEVASLIP, ironer roll coverings, Toptex Corp.
 NEVASTANE, lubricant, Keystone Lubricating Co.
 NEVER-SLIP, collar protectors, Phoenix Products Co.
 NEVERSLIP, tie hangers, Memphis Hanger Co. & Pittsburgh Hanger Co.
 NEVERSTRETCH, feed ribbon, Southern Mills, Inc.
 NEW DEPARTURE, ball, radial and thrust bearings, New Departure, Div. General Motors Corp.
 NEW GOVERNOR, nylon nets, Gibraltar Fabrics, Inc.
 NEWHOUSE, spotting guns, brushes, counter racks, sleeve formers, press pad, spotting noses, sleeve boards, wetcleaning aprons, Newhouse Specialty Co., Inc.
 NEW LAUNDRYMAID DETERGENT, controlled suds detergent, Automatic Service & Supply Co., Inc.
 NEW LAUNDRYMAID DRY BLEACH, chlorine dry bleach, Automatic Service & Supply Co., Inc.
 NEW LAUNDRYMAID INSTANT STARCH, cold water, instant starch, Automatic Service & Supply Co., Inc.
 NEW LAUNDRYMAID VEND DISPENSERS, dispensers for detergents, Automatic Service & Supply Co., Inc.
 NEW MANHATTAN, nylon nets, Gibraltar Fabrics, Inc.
 NEW NO. 30 CLEANER, fur cleaner, Nycoco Products Co.
 NEW QWIKGO, liquid digesting agent, A. L. Wilson Co., Inc.
 NEW YORKER, drycleaning, laundry presses, New York Pressing Machinery Co.
 NIAGARA, chemical, oil and water meters, Buffalo Meter Co.
 NIAGARA, filter screens, Niagara Filter Corp.
 NICE, ball and thrust bearings, Nice Ball Bearing Co.
 NICHOLSON, floats, steam traps, thermostatic traps, Hoffman International Inc.
 NIKK, bag sealer, Better Packages, Inc.
 NILES, steel drums, Republic Steel Corp.
 998, detergent, H. Kohnstamm & Co., Inc.
 9000 SERIES, steel-framed two-wheel hand trucks, Fairbanks Co.
 NI-ROD, electrode for machinable welds, International Nickel Co., Inc.
 NISSEN, dye and bleach resistant color-marking printing tube, John P. Nissen, Jr., Co.
 NITROX, cleaner, rust inhibitor, Solvay Process Div., Allied Chemical Corp.
 NO-CHLOR, spotting agent, Nu-Pro Mfg. Co.
 NO-DARN, mending iron, No Darn Co.
 NO-EFFORT, handkerchief and napkin press and handkerchief fluffer, American Laundry Machinery Co.
 NOEX, petroleum solvent drycleaning unit, drycleaning tumbler, American Cleaners, Equipment Co., Div. American Laundry Machinery Co.
 NO-FLAM-O, flameproofing for fabrics, Namco Chemical Corp.
 NOLA TOILET SOAP, soaps, Iowa Soap Co.
 NO-LAX, spotting agent, Warco Laboratories
 NO-LINT, spray, Spix Products Co.
 NO LINT, fabric preservatives and conditioner for linen supplies, Namco Chemical Corp.
 NO-LINT-WORRIES, black bags, Zuckerberg Co.
 NO-MAR TREATMENT, stain and water repellent, Paper Chemicals Inc.
 NO-MIX, bundle separator, Rosenthal Mfg. Co.
 NO-MIX, identification system, Checking System Co.
 NOMOLD, mildew preventative, H. Kohnstamm & Co., Inc.
 NON-CRUSH, shirt carriages, Time Savers, Inc.
 NON-IONIC, leather soap, Eaton Chemical & Dyeing Co.
 NON-IONIC, fabric conditioner, Namco Chemical Corp.
 NON-SHIFT, wire garment hanger, Para-Lux Products Co.
 NON-SKID, floor tiles, Virginia Greenstone Co., Inc.
 NO-X-L, water repellent, Boston Clip & Tag Co.
 NORCO, meters, timers and control devices, Norman Control Co.
 NORIT, activated carbon, L. A. Salomon & Bro., Inc.
 NORJAC ECONOMY, foam press pad, Norjac Foam & Fabric
 NORTH STAR, fur cleaning absorbent, Walter Harrel Co.
 NORWALK, valves, Eclipse Fuel Engineering Co.
 NOR-WIL, press covers, asbestos covers, Norton & Williams, Inc.
 NORWOOD CASCADE, washer, American Laundry Machinery Co.
 NO-SCALE, boiler compound, D. W. Davies & Co.
 NO-SNAG, laundry marking fountain pen, Cleaners Specialty Co.
 NOSOK, non enzymic digester, spot remover, George E. Mead Co.
 NO STARCH, fabric conditioner and finishing aid for shirt laundries, Nemco Chemical Corp.
 NO-STAT, anti-static agent, Pagoda Industries, Inc.
 NO-STAT, static eliminator and method of application via drying tumbler, Kleenest Laboratories
 NO-STRING MARK DEVICE, blanket edge ironer, Rosenthal Mfg. Co.
 NO-ASTANE, lubricant, Keystone Lubricating Co.
 NO-THREAD, compression fittings, Dresser Mfg. Div., Dresser Industries, Inc.
 NOTRUX, mechanical loading and unloading extractor, American Laundry Machinery Co.
 NOVADINE, cleaner sanitizer, Cowles Chemical Co.
 NOVA-TEX, dry sizing, National Cleaners Chemical Mfg. Co.
 NO-VENT, boiler return system, David Stout & Sons
 NOWASTE, marking tags, preprinted, Stry-Lenkoff Co.
 NOXOIL, non-ionic penetrant and emulsifier, Speedlite Chemicals Co., Div. Patek & Co.
 NOXOIL, penetrant and soil suspending agent, Patek & Co.

TRADE NAMES

"N" SILICATE, rust preventative, Philadelphia Quartz Co.
 NU-BRITE, drycleaner, Nu-Horizon System
 NUCHELO, volatile spotter, Nu-Pro Mfg. Co.
 NUCHELO, bleach, H. Kohnstamm & Co., Inc.
 NU-COAT, glove and leather finish, National Cleaners Chemical Mfg. Co.
 NU-DI, leather dye, Nu-Pro Mfg. Co.
 NU-DIE, tool steel, Crucible Steel Co. of America
 NU-DRY, irons, New York Pressing Machinery Corp.
 NU-FLO, laundry sour, Johnson Chemical Industries, Inc.
 NU-FLUO, economy sour, Johnson Chemical Industries, Inc.
 NU-FLUO EXTRA, sour for high bicarbonate water, Johnson Chemical Industries, Inc.
 NU-GLO, shampoo, Nu-Horizon System
 NU-HIDE, leather cleaner and conditioner, Signal Chemical Mfg. Co., Inc.
 NU-LITE 700, charge soap, D. W. Davies & Co.
 NU-LUS, dry size, Nu-Pro Mfg. Co.
 NUMATIC, air pressing, drycleaning, New York Pressing Machinery Corp.
 NUMERETTE, hand numbering machine, American Numbering Machine Co.
 NUMBER 5, 11, 33, blues, Lewis National Corp.
 NUMBER 4, blue, stripper, Lewis National Corp.
 NUMBER 44, blue, Minnesota Chemical Co.
 NUMBER 996, industrial textile detergent, H. Kohnstamm & Co., Inc.
 NUMBER 209, general formula, R. R. Street & Co., Inc.
 NU-NAP, rug cleaner, Certified Chemical & Equipment Co.
 NU-NAP PROCESS, shine removal service, Best-way Shine Rental Co., Inc.
 NUODEX 87, mildew preventative, Nuodex Products Co., Inc.
 NU-PAL, lint remover, Perma Products Co.
 NU-PRO, ink and stain remover stick, Nu-Pro Mfg. Co.
 NU-SHEEN, dyeing service, Omaha Dye Works
 NUSHEEN, special alkali compounds, Speare Co.
 "N" SILICATE, rust preventative, Philadelphia Quartz Co.
 NU-SO, detergent, Nu-Pro Mfg. Co.
 NU-SOL, soap builders, Thompson-Hayward Chemical Co.
 NUSOLVO, spotting agent, Nu-Pro Mfg. Co.
 NUSUEDE, suede leather finishes, Eaton Chemical & Dyestuff Co.
 NU-TEX, drycleaning soap, Nu-Pro Mfg. Co.
 NU-TEX-TIZE, drycleaning detergent, Nu-Life Mfg. Co.
 NUTRA SUDS, neutral soap flakes, E. F. Drew & Co., Inc.
 NUTROL, synthetic wetcleaner, Keystone Aniline & Chemicals Co., Inc.
 NUTRONAP, sour, E. F. Drew & Co., Inc.
 NUTTING, floor trucks, casters, wheels, Nutting Truck & Caster Co.
 NU-WAY, liquid filter soap, Davies-Young Soap Co.
 NU-WAY TAILORS, conversions, suit-coat, Nu Way Tailors
 NU-WEIGH, hanging clothes scale, Newhouse Specialty Co., Inc.
 NU-WOOD, insulation board, Wood Conversion Co.
 NYCCO, moth preventatives, Nycco Products Co.
 NYCCO, prepared fur dyes, Nycco Products Co.
 NYLCOT, laundry nets, Southern Mills, Inc.
 NYL-EON, nylon covers and cloth, G. S. Robins & Co.
 NYLO, filter and laundry bags, press covers and cloth, X. S. Smith, Inc.
 NYLO-DUK, extractor nylon duck lifting slings, F. H. Bonn Co.
 NYLO-FOAM, dry cleaners press covering kit, F. H. Bonn Co.
 NYLONET, knitted nylon laundry nets, Nylonnet Corp.
 NYLONETS, nylon laundry nets, X. S. Smith, Inc.
 NYLOPRESS, synthetic fiber felt press pads, American Felt Co.
 NYLOTEX, nylon press covers, X. S. Smith, Inc.
 NYLSEW, nylon sewing thread, Heminway & Bartlett Mfg. Co.
 NYLTOP, laundry felt, Toptex Corp.
 NYRACORD, shadow tone nylon reinforced runner matting, American Mat Corp.
 NYTEX, nylon press padding and covers, R. Lally Co.

O.I.C., all types valves, Ohio Injector Co.
 O.T., laundry-dyeing extractors, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 O & S, fuel burning systems, Orr & Sembower, Inc.
 O.G.P., oil, grease and paint remover, Eaton Chemical & Dyestuff Co.
 O-S, soap builder, Wyandotte Chemicals Corp., J. B. Ford Div.

O&W., specialty compound, laundry sour and blue, Diamond Alkali Co.
 OAKITE, detergents, Oakite Products, Inc.
 OAKITE COMPOUND NO. 32, scale and rust remover, Oakite Products, Inc.
 OAKITE PENETRANT, detergent, Oakite Products, Inc.
 OAKVILLE, wire staples, Oakville Co. Div., Scovill Mfg. Co.
 OASIS, drinking water cooler, Ebco Mfg. Co.
 OBARK, leather belting, waterproof leather belting, Charlotte Leather Belting Co.
 OCCO, extractor baskets, Ohio Centrifugals Co.
 OCTA-CLENE, rug cleanser, Moore's Time-Saving Equipment, Inc.
 OCTAGON, soap, Colgate-Palmolive Co.
 ODEX, deodorizer, Stamford Chemical Co.
 ODIS, instantaneous and water storage heaters, Old Dominion Iron & Steel Corp.
 ODO-STICK, garment odor remover in stick form, Nu-Pro Mfg. Co.
 OFELDT, boiler, Mears-Kane-Ofeldt, Inc.
 OILITE, self-lubricating bearings, machine parts, Amplex Div., Chrysler Corp.
 OIL-MIST, automatic lubricating systems, Alemite Div., Stewart-Warner Corp.
 OIL-RITE, lubricating equipment, Oil-Rite Corp.
 O.K. CORN STARCH, corn starch, Hubinger Co.
 OLATE, FLAKES, low-titer neutral soap, Procter & Gamble Distributing Co.
 OLIN, cellophane, Olin Cellophane Div., Ecusta Paper Corp.
 OLIVE C. soap, Stadham Co., Inc.
 OLIVESCO, built soap for cold water, Cowles Chemical Co.
 OLIVULO, toilet soaps, Allen B. Wisley Co.
 OLSENMARK, marking ink, marking machinery, stamping presses, OlsenMark Corp.
 OLSON, automatic laundry washers, Olson Industries, Inc.
 OLSON, pressure filters, solvent stills, Olson Filtration Engineers, Div. American Laundry Machinery Co.
 OLSON KURB SIDE, aluminum package delivery body, J. B. E. Olson Corp.
 OMNI-SOUR, laundry sour, Carlton Chemical Co., Inc.
 ONDAL, oxidizing agent, E. I. du Pont de Nemours & Co., Inc.
 ONE-HUNDRED, synthetic solvent drycleaning unit, Columbia Appliance Corp.
 ONE-LAY, shirt finishing machine, J. W. Steele & Co.
 ONE-SHOT, writing ink remover, Eaton Chemical & Dyestuff Co.
 ONE-SPOT, scale, Toledo Scale Co.
 132-LINEN, starch, A. E. Staley Mfg. Co.
 1-2-3, paint oil, grease remover, general spotting agent, Signal Chemical Mfg. Co., Inc.
 120, trolleys-monorail, Chisholm-Moore Hoist Div., Columbus McKinnon Corp.
 \$1000.00 GUARANTEED, insecticides, B. Heller Co.
 ON-THE-SPOT, synthetic drycleaning equipment, A. B. Temple Co.
 OPALOID, buttons, Stadham Co., Inc.
 OPENETS, laundry nets and fabrics, Davis Milla, Inc.
 OPTO-MATIC, constant level oilers, Trico Fuse Mfg. Co.
 ORCHAWALL, orchids, plants, seeds and bulbs for grand openings and promotions, Orchids of Hawaii, Inc.
 ORIGA-FAB, sport shirt sizing, Harris Bros. Mfg. Co., Inc.
 ORIOLE, apron duck and cover cloth fabrics, Mount Vernon Mills, Inc.
 ORR, wool padding, Orr Felt & Blanket Co.
 ORTHOBRITE, laundry detergent and soap builder, Diamond Alkali Co.
 ORTHON, mild laundry builder, Speedlite Chemicals Co., Div. Patek & Co.
 ORVUS AB GRANULES, powdered neutral synthetic detergent, Procter & Gamble Distributing Co.
 ORVUS EXTRA GRANULES, complete synthetic detergent, Procter & Gamble Distributing Co.
 ORVUS HYTEMP GRANULES, built high temperature synthetic detergent, Procter & Gamble Distributing Co.
 ORVUS K LIQUID, neutral paste and liquid synthetic detergents, Procter & Gamble Distributing Co.
 ORVUS W. A. PASTE, wetcleaning detergent, Procter & Gamble Distributing Co.
 O SILICATE, concrete hardener, Philadelphia Quartz Co.
 OSOMOMETER, odor measurement device or apparatus, Odor Instruments, Inc.
 OSPECO, concentrated drycleaning soap, Oil States Petroleum Co., Inc.
 OTIS, baggers, plastic, shirt and sweaters, Otis Corp.
 OUTSERTS, package insert, Allied Printing & Stationery Co., Inc.
 OXALATE-A, rust removing sour, Keever Starch Co., Keever Beach Div.
 OXONE, monopersulfate compound, E. I. Du Pont de Nemours & Co., Inc.
 OZITE, insulation, laundry felt, American Hair & Felt Co.
 OZONITE, built soap, Procter & Gamble Distributing Co.

PA, laundry marking tags, Boston Clip & Tag Co.
 PDQ, multi-stop delivery trucks, White Motor Co., PDQ Div.
 P.D.Q., wetcleaning detergent, Nu-Pro Mfg. Co.
 P.F.S., paste filter soap, Nu-Pro Mfg. Co.
 P.L.U., variable speed changers, Link-Belt Co.
 P-K, hot water heater, boiler return systems, condensate coolers, Patterson-Kelley Co., Inc.
 P.M., built soap, Thompson-Hayward Chemical Co., Inc.
 P. M. D., liquid moth repellent, Diko Co., Inc.
 P.Q. silicate of soda, Philadelphia Quartz Co.
 P-R, volatile dry solvent, Caled Products Co., Inc.
 PW, soap builder, New South Mfg. Co., Inc.
 PAASCHE, airbrushes, air painting equipment, Paasche Airbrush Co.
 PACE, chlorinated solvent soap, Caled Products Co., Inc.
 PACEMAKER, maximum moisture charge soap, Caled Products Co., Inc.
 PACE-PERK, drycleaning soap for perchlorethylene only, Caled Products Co., Inc.
 PACER, synthetic drycleaning unit, Pantex Mfg. Corp.
 PACIFIC, borax and sodium sesquicarbonate, Columbia-Southern Chemical Co.
 PACIFIC, pumps, Pacific Pumping Co.
 PACKAGE-MASTER, laundry bundle conveyor, Bailey Corp.
 PACKER, tape and label moisteners, Better Packages, Inc.
 PACKLES, flexible hose, couplings, Packless Metal Hose, Inc.
 PACKOMATIC BOILERS, boilers and return systems, New York Pressing Machinery Corp.
 PACO, turbine type for boiler feed, Pacific Pumping Co.
 PAINT-I-CATER, paint remover, W. F. Johnson Products Co.
 PAINT-SOLV, paint remover, Huntington Laboratories, Inc.
 PAISLEY, general line adhesives, Paisley Products, Inc.
 PAK-AGE-KART, packaged work transporter, Bishop Freeman Co.
 PAK-ALL TWINS, polyethylene bag makers, Pak-All Corp.
 PAK-RITE, plastic garment bags, cedarized and plain combination bags for shirts, ties, gloves, sweaters, hats, etc., Pak-Rite Flexible Packaging Co.
 PAK-TITE, compound, American District Steam Co., Inc.
 PAK-U-VEYOR, call office conveyors, laundry bundles, White Machine Co., Inc.
 PAL, collector cart, soiled linen or laundry cart, Paul O. Young Co.
 PALMOIL, soap, Rome Soap Mfg. Co.
 PALMOLIVE, soap, Colgate-Palmolive Co.
 PALM ROSE, soaps, Iowa Soap Co.
 PALMYRA, soap, Central Soap Co.
 PAMCO, straight pins, Ridsen Mfg. Co.
 PANAREX, CO₂ recorder, Permutit Co.
 PANTEX, drycleaning and laundry machinery, Pantex Mfg. Corp.
 PANTS HORSE, trouser rack, R. B. Smith Co.
 PAPER-VUE, garment bags, Containerboard & Kraft Paper Div., Continental Can Co.
 PARACIL, water heaters, Davis Engineering Corp.
 PARAGENE, reducing color remover, Eaton Chemical & Dyestuff Co.
 PAROGON, gas engine lubricators, Lunkenheimer Co.
 PARALATE, complete detergent, Diamond Alkali Co.
 PARALATE-S, laundry detergent and soap builder, Diamond Alkali Co.
 PARAMOUNT, garment, trouser bags, hanger covers, Mutual Paper Box Co., Inc.
 PARAMOUNT, evaporative coolers, Essick Mfg. Co.
 PARA-SEAL, hanger cover, Para-Lux Products Co.
 PARAZOLE, spot remover, Eaton Chemical & Dyestuff Co.
 PARIS, steam-air garment finisher, Garment Finishing Equipment Corp.
 PARIS CONVERTIBLE, steam-air finishers, Garment Finishing Equipment Corp.
 PARIS MASTER FINISHER, steam-air garment finisher, Garment Finishing Equipment Corp.
 PARKER, industrial boilers, Sid E. Parker Boiler Mfg. Co.
 PARK'N CLEAN, store fixtures, counters, portable trailers, Park'N Clean, Inc.
 PARMELEE, wrench, Walworth Co.
 PAROL, special alkali compounds, Speare Co.
 PAS-TIES, collar & cuff fasteners, hanger ties, Plas-Ties Co.
 PATCH MASTER, repair cloth kits, R. D. Bussard & Son
 PATCH-O-MATIC, heat-seal patching machine, Textile Marking Machine Co., Inc.
 PATEXOL, oil, paint and grease remover, Patek & Co.
 PATEXPAC, printed garment bags, shirt envelopes, Patek & Co.
 PATINEX, upholstery shampoo, cleaning compound, Mortemoth Chemical Laboratories
 PATINEX FURLIFE, fur shampoo, cleaning compound, Mortemoth Chemical Laboratories
 PATRICK, steam iron, Lawrence M. Stein Co.
 PATROL, watchmen's clocks, Detex Watchclock Corp.

- PATTERSON-KELLEY, condensers, coolers, Patterson-Kelley Co., Inc.
- PAY-TEK, concentrated anhydrous emulsifier, Patek & Co.
- PAYTEXOL, oil, paint and grease remover, Patek & Co.
- PC CONCENTRATE, strong soap carrier, Huntington Laboratories, Inc.
- PC 450, neutral vegetable potash soap, E. F. Drew & Co., Inc.
- PEABODY, gas, oil, coal burners, air heaters, Peabody Engineering Corp.
- PEAK-TEMP, hot oil heater, high temperature, Cleaver-Brooks Co.
- PEARL, built soap, flake and granulated, Colgate-Palmolive Co.
- FEELCOTE, protective coating for metal parts, Watson Standard Co.
- FEERLESS, built soap-syndet, Swift & Co., General Soap Div.
- FEERLESS, laundry cover cloth, two ply cover duck, Thomaston Mills
- FEERLESS, nylon net, Gibraltar Fabrics, Inc.
- FEERLESS, pumps, Peerless Pump Div., Food Machinery Corp.
- FEERLESS, scales, Triner Scale & Mfg. Co.
- FEERLESS, wood laundry washers and laundry extractors, H. G. Keel Co.
- FEERLESS BEACON, laundry marking tags, Boston Clip & Tag Co.
- FEETS, white laundry bar soap, Colgate-Palmolive Co.
- FEE-VEE, lacquer remover, Riverside Mfg. Co.
- PELL D, wetside water repellent, Lustrol Drycleaning Products, Div. Patek & Co.
- PELL W, wetside water repellent, Lustrol Drycleaning Products, Div. Patek & Co.
- PELLERIN-MILNOR, laundry, drycleaning extractors, Pellerin Milnor Corp.
- PENBRITE, alkaline detergent, Pennsalt Chemicals Corp.
- PENETEX, detergent, Statham Co., Inc.
- PENETRO, marking ink, National Marking Machine Co.
- PENETROIL, grease solvent, H. Kohnstamm & Co., Inc.
- PENETRON, water conditioner for tape, Better Packages, Inc.
- PENETRON, starch, H. Kohnstamm & Co., Inc.
- PENLO, engine lubricator, Lunkenheimer Co.
- PENNANT, drycleaning soap, Davies-Young Soap Co.
- PENN DRAKE WASHOIL, oil treatment of linens, Pennsylvania Refining Co.
- PENN-SIZE, sizing agent, Pennsalt Chemicals Corp.
- PENNSTARCHE, dry-to-the-wheel starch, Pennsalt Chemicals Corp.
- PENNSYLVANIA, tires, tubes, batteries, Pennsylvania Rubber Co.
- PENOZONE, liquid hydrogen peroxide type bleach, Pennsalt Chemicals Corp.
- PENPRIM, sizing, water repellent, Pennsalt Chemicals Corp.
- PENSAL, break builder and detergent, Pennsalt Chemicals Corp.
- PENSAL-B, break powder, Pennsalt Chemicals Corp.
- PENSAL-M, mild laundry detergent, Pennsalt Chemicals Corp.
- PENSAL-O, heavy-duty laundry detergent, Pennsalt Chemicals Corp.
- PENSAL-W, heavy-duty laundry detergent, Pennsalt Chemicals Corp.
- PENSO, spotting agent, A. L. Wilson Chemical Co.
- PENSUDS PLUS, wetcleaning detergent, Pennsalt Chemicals Corp.
- PEN-TRATE, spotting agent, Kennedy Products Co.
- PENTROX, detergent, Pennsalt Chemicals Corp.
- P.E.P. by COOK, plumbing, electrical, drain for automatic and coin operated washers, central utility system, Cook Machinery Co., Inc.
- PERO, presetter, Statham Co., Inc.
- PEPPERMINT STICK, neutral detergent for wet spotting and wet cleaning with additive to eliminate odor problems, Anscott Dry Cleaning Products, Inc.
- PEPSOL, drycleaning filter soap, A. F. Wolke Co.
- PER, automatic drycleaning unit, Vic Manufacturing Co.
- PERCHLOR, perchlorethylene, Columbia-Southern Chemical Corp.
- PERCHLOR 600, drycleaning unit, Manitowoc Engineering Corp.
- PERCHLORON, bleach, Pennsalt Chemicals Corp.
- PER-CLAIMER, filter sludge cooker and solvent reclaiming, Per Corporation
- PER-CLEER, solvent still, Per Corporation
- PERCLEN, drycleaning solvent, perchlorethylene, E. I. du Pont de Nemours & Co., Inc.
- PERCLOR-SAVER, drycleaning tumbler and solvent reclaiming, American Cleaners Equipment Co., Div., American Laundry Machinery Co.
- PER-COOLER, solvent temperature conditioner, Per Corporation
- PERDOX, sodium perborate monohydrate, E. I. du Pont de Nemours & Co., Inc.
- PERFECTA, steam and air spotting gun, Florian J. Hyman
- PERFECTION, reducing valves, American District Steam Co., Inc.
- PERFECTION FLAKES AND GRANULATED, neutral soap, Keever Starch Co., Keever Beach Div.
- PERFECTO, synthetic powder, National Cleaners Chemical Mfg. Co.
- PERFEX, controls and regulators, gauges, Perfex Corp.
- PER 50, synthetic cleaning unit, Mercury Cleaning Systems, Inc.
- PERFEX, press pads, Resillo Press Pad Co.
- PERFLEX, bronze flexible metal hose, Perfecting Service Co.
- PERFUMED STARCH, starch, Gilcor Mfg. Co., Inc.
- PERGAN BLEACH, strong oxidizing bleach powder, Dixo Co., Inc.
- PERK, for all synthetic drycleaning, Stauffer Chemical Co.
- PERKLOR, synthetic solvents, Dow Chemical Co.
- PERK-O-MATIC, synthetic solvent drycleaning units, Pantex Mfg. Corp.
- PERK-O-MISER, synthetic recovery tumbler, Pantex Mfg. Corp.
- PERK-SAVER, solvent recovery unit, Pantex Mfg. Corp.
- PERK-SHEEN, new charge soap for synthetic systems, Adco, Inc.
- PERK-X-TRACTOR, sludge cooker, Pantex Mfg. Corp.
- PERLITE, alkali soap builder, H. Kohnstamm & Co., Inc.
- PERMAC BOEWE, drycleaning machinery, American Permace, Inc.
- PERM-A-CLORE, trichlorethylene, Detrex Chemical Industries, Inc.
- PERMAFIBER MARKING TAG STOCK, fiber material for manufacturing laundry and drycleaning identification tags, Permafiber Corp.
- PERMA-FLOW, drycleaning detergent, Edlenth Mfg. Chemists
- PERMA-FOLD, replacement collars and cuffs, Zuckenberg Co.
- PERMAGLAS, hot water storage tanks, A. O. Smith Corp.
- PERM-A-KLEEN, perchlorethylene, Detrex Chemical Industries, Inc.
- PERMA KLEER 50, chemical water conditioner, Refined Products Corp.
- PERMA-MARKER, marking kit, Wm. J. Nicholson Laboratories
- PERMA-NET-MARKERS, identification tags, Spare Co.
- PERMA-NETS, rubber washing nets, Spare Co.
- PERMA PADS, press and flatwork ironer padding, R. Lally Co.
- PERMAPROOF, flameproofing agent, B. F. Goodrich Co.
- PERM-A-TEX, nylon press covers, X. S. Smith, Inc.
- PERMATIZED, marking tags and tape, indelible marking ink, Wm. J. Nicholson Laboratories
- PERMA-WELD PELLET MILL ROLLS AND DIES, replacement rolls and dies for all types of pellet mills, Perma-Weld, Inc.
- PERMO, flameproofing, mothproofing agent, Permo Products Co.
- PERMOBOX, rubber-lined tanks, pipe and pipe fittings, U. S. Rubber Co.
- PERMOPAD, pads for handkerchief ironer, Resillo Press Pad Co.
- PERMOTEX, nylon press covers, X. S. Smith, Inc.
- PERMUTIT, water softeners, filters, Permutit Co.
- PERMUTIT Q, ion exchanger, water conditioner, Permutit Co.
- PERONE, hydrogen peroxide, E. I. du Pont de Nemours & Co., Inc.
- PER SEC, stabilized perchlorethylene, Frontier Chemical Co., Div. Vulcan Materials Co.
- PERSONALIZED, garment bags, Rassenfoss Bag Co., Inc.
- PERSPIR-X, perspiration remover, Paper Chemicals, Inc.
- PER STREAMLINER COMBO, filter, cooker, still, Per Corp.
- PETAL SMOOTH, starch, Clinton Foods Inc.
- PETRO 50, petroleum drycleaning unit, Mercury Cleaning Systems, Inc.
- PETRO-JEL, 100% petroleum base combination of paraffin and ironer oil, Victor Zoon Chemical Co.
- PETRO-MATIC, petroleum filter cleaner and solvent reclaiming, Master Mfg. Co.
- PETROTHENE, polyethylene resins, U. S. Industrial Chemicals Co., Div. National Distillers & Chemical Corp.
- PETRYN, oil, paint and grease remover, Patek & Co.
- PFPAFF, sewing machines, Pfaff Sewing Machine Sales Co.
- PHENOLITE, ironer pad & cover assembly, Gibraltar Fabrics, Inc.
- PHENOLITE, non-ionic synthetic soap, New South Mfg. Co., Inc.
- PHILABELT PRESERVATIVE, belt dressing, Philadelphia Belting Co.
- PHILO-BENDIX COMMERCIAL, automatic washers, Philco Corp., Commercial Laundry Sales
- PHOENIXCAPES, hanger shields, Phoenix Products Co.
- PHOENIX "SELF STICK," shirt bands, Phoenix Products Co.
- PHOSRITE, soap regenerator and water softener, Keever Starch Co., Keever Beach Div.
- PHOTOSWITCH, timers, pilots, relays, controls, Photoswitch, Inc.
- PHOTRONIC, photoelectric cell, Weston Electrical Instrument Corp.
- pH-PLUS, water softener, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
- PIAZZA, conversion unit, synthetic drycleaning systems, Piazza Engineering Co.
- PICK, water heaters, Pick Mfg. Co.
- PICRIN, volatile spotting spotter, R. R. Street & Co., Inc.
- PIECE SYSTEM, preprinted tags (piece assembly), Liberty Marking Tag Co., Inc.
- PIECE PADS, tags, Stry-Lenkoff Co.
- PIEDMONT, leather belting, waterproof leather belting, Charlotte Leather Belting Co.
- PIKE GARMENTS, shirt rental, Pike Garments, Inc.
- PICK-UP, vacuum cleaners, Certified Chemical & Equipment Co.
- PILE BRUSH, rug cleaning machine, Certified Chemical & Equipment Co.
- PILGRIM, press cloth, Thomaston Mills
- PIL-O-BAR, pillow cleaning, fluffing and deodorizing, Fluff 'N Puff Pillow Service of America
- PILOT, non-waterproof belt cement, Webb Belting & Supply Co.
- PILOTRON, air-operated pilot, Bailey Meter Co.
- PINESOL, pine oil break solution, Patek & Co.
- PINLUB, wetcleaning soap, Package Chemical Co., Inc.
- PIN-O-TEX, pine oil detergent, Slater-Robbins Co., Inc.
- PIOLET, buttons, Piolet Button & Novelty Corp.
- PIONEER, nylon laundry nets, Benwall Mfg. Co., Inc.
- PIONEER, oil cups, Lunkenheimer Co.
- PIONEER, wrapping twine, cable cord, Thomaston Mills
- PISTON-RING, expansion joint, American District Co., Inc.
- PITCHLORE, calcium hypochlorite, Columbia-Southern Chemical Corp.
- PITTSBURGH, paints, Pittsburgh Plate Glass Co., Paint Div.
- PITTSBURGH, wire coat hangers, Pittsburgh Hanger Co.
- PIXALL, lint remover, John E. Coolidge Co.
- P-K SCALEFREE 230, fired storage water heater, Patterson Kelley Co., Inc.
- PLANNER BRAND, leather belting, Philadelphia Belting Co.
- PLASTIC INSULATION, insulating cement, Mexico Refractories Co.
- PLASTIC QUIK-PACH, plastic firebrick, A. P. Fire Brick Co.
- PLASTIC SPOTTING BOTTLE, spotting bottles, Warco Laboratories, Inc.
- PLASTIC-VU, plastic shirt bag, Time Savers, Inc.
- PLAS-TIES, hanger ties and marking flags, Plas-Ties Co.
- PLASTOMETER, continuous consistency controller, Fischer & Porter Co.
- PLASTYLIN, nylon laundry nets, Carson Textile Co.
- PLEASANT ODOR, fur cleaning fluid, Bernard Sirotta Co.
- PLEAT-A-DRAPE, drapery pleater, Vanbar Co.
- PLEX, digester, Patek & Co.
- PLEXTON, reinforced plastic trucks, G. B. Lewis Co.
- PLEZURE, a concentrated spotting soap, Caled Products Co., Inc.
- PLIOFILM, bags for shirts, garments, blankets, etc., Clear-View Packaging Co.
- PLIOJET, smoke eliminators, Fibriro Co.
- PLUS, spotter (wet or dry), Adco, Inc.
- PLY-O-FAB, leather-like fabric softener, Dixo Co., Inc.
- PNEUMATIC BAGGER, bagging of garments, Detrex Chemical Industries, Inc.
- POCKETEERS, pocket forms, Leaf Bros., Inc.
- POINT-OF-USE, insulated equipment, Remington Radi, Inc.
- POLAR BEAR, fur cleaning compound, Walter Haertel Co.
- POLAR BEAR, fur cleaner, Nycco Products Co.
- POLAR BLEACH WATER, sodium hypochlorite, or bleach water, Polar Chemicals, Inc.
- POLAR BREEZ, air conditioning units, air washers, air exhausters, Air Cooling Engineering Co.
- POLAR GLAZE, liquid glazing solution for synthetic pile and fur coats, Walter Haertel Co.
- POLARIS, fur glazing cleaner, Walter Haertel Co.
- POLARIZED, wholesale fur cleaning and storage, Walter Haertel Co.
- POLAR PRECLEANER, pile coat spotter, Walter Haertel Co.
- POLAR SHEEN, man made fur cleaner and finisher, Walter Haertel Co.
- POLARSUDZ, cold-water built soap, Keever Starch Co., Keever Beach Div.
- POLARTONE, laundry sour, G. S. Robins & Co.
- POLI-MIT, for cleaning press heads, Keever Starch Co., Keever Beach Div.
- POLO, alkaline conditioner, Procter & Gamble Distributing Co.
- POLYMARK, marking machines, Pinnacle Products Corp.
- POLY PACKER, polyethylene packaging machine, Mercury Cleaning Systems, Inc.
- POLY-V, "v" belt drives, Revolute Div., Raybestos-Manhattan, Inc.
- POLY-VU, shirt and sweater bags, Time Savers, Inc.
- POMONA, turbine pumps, Fairbanks Morse & Co.
- PONCHO, wet water repellent, Patek & Co.
- PONTAMINE, developers, E. I. du Pont de Nemours & Co., Inc.
- POOR PETER PILLOW, complete pillow cleaning service, R. Lally Co.
- POPKINS, store fixtures, Popkins Fixture Co.
- PORTA-PAK, autographic register, Egly Register Co.
- PORTMAR, boiler and water heaters, Portmar Water Heater Co., Inc.

TRADE NAMES

PORTO-FAB, prefabricated buildings, Porto-Fab Co., Inc.
PORTOSPEED, upholstery cleaning machines, Certified Chemical & Equipment Co.
POSTAGE-METER, postage meter tape, Gummed Tape & Devices Co.
POW, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
POWDER DISPENSER, filter powder dispenser, Powder Dispenser Co.
POWER CHARGE, strong drycleaning soap, Benda Products, Inc.
POWER CIRCLE, presses, Prosperity Co., Div., Ward Industries Corp.
POWER-FLEX, underfeed stokers, Link-Belt Co.
POWER-FLOW, roof ventilator, DeBothezat Fans Div., American Machine & Metals, Inc.
POWER-GIANTS, motor trucks, Dodge Div., Chrysler Corp.
POWERMASTER, steam generator, Orr & Sembower, Inc.
POWERMASTER, stacker, Lewis-Shepard Products, Inc.
POWERMATIC, polyethylene bag maker, Pak-All Corp.
POWERMATIC "50", 50 lb. washer-extractor, Laundry Equipment & Engineering Co.
POWER-PAK, drycleaning detergent, Pennsalt Chemicals Corp.
POWER-PAK, packaged automatic boilers, Orr & Sembower, Inc.
POWER-RAM, shirt units, laundry and drycleaning presses, drycleaning, wearing apparel, linen supply, wash pants units and washer-extractors, The Prosperity Co. Div. Ward Industries Corp.
POWERSON, fire-fighting nozzles, American-La France-Foamite Corp.
POWERSTRIP, strong powdered reducing bleach, Dico Co., Inc.
POWER-VEYOR, permanently mounted horizontal belt conveyor, Rapid-Standard Co., Inc.
POW PLUS, dry powdered soap, Keystone Aniline & Chemical Co., Inc.
POWR PLUS, air-operated laundry presses, Pantex Mfg. Corp.
PRAFT & CADY, brass and iron valves, Reading-Praft & Cady Div., American Chain & Cable Co., Inc.
PRE CLEEN, ammoniated prespotter, Benda Products, Inc.
FREEN, drycleaning brightener, Tower Chemical Sales
PREGEST, prespotter, Wallerstein Co., Div. Baxter Laboratories, Inc.
PRE-KRETE, tank lining special formula cement lining, Patterson-Kelley Co., Inc.
PRE-MARKED STRIP TAG, solvent- and water-proof marking tags, Pre-Marked Strip Tag Co.
PREMIER, gas engine lubricators, Lunkenheimer Co.
PREMIER, nylon knitted laundry nets, Fablok Mills, Inc.
PREMIUM DARCO, activated carbon, Darco Dept., Atlas Powder Co.
PRE-OIL-BREAK, oil, grease, tar stain remover, wet and dry, Warco Laboratories, Inc.
PREPOC, antiseptic soap, Lincoln Research, Inc.
PREPEL, water repellent, Stamford Chemical Co.
PRESET, a type of free-vane air-operated controller, Bristol Co.
PRESGRIP, self sealing adhesive for shirt bands, Adhesive Products Corp.
PRES-GRIIP, shaping and finishing wetcleaned and dyed garments, Pres-Grip Corp.
PRESMOR, nylon press covers, Tingle, Brown & Co.
PRESO, heavy prespotter, G & G Chemical Co.
PRE-SPOTTER, heavy-duty prespotter, Caled Products Co., Inc.
PRE-SPOTTER, prespotter, Patek & Co.
PRESPOTTER S, prespotter, Nu-Pro Mfg. Co.
PRESPOTT X, prespotter for heavy soil, Lustrul Drycleaning Products, Div. Patek & Co.
PRESS CLEANER, cleaner for sleeves and presses, Johnson Chemical Industries, Inc.
PRESS MASTER, electric steam generator, Automatic Steam Products Corp.
PRESSMATE, flexible connectors for hand steam irons, Anaconda Metal Hose Div., Anaconda American Brass Co.
PRESS-N-STIK, truck or window poster, Capitol Poster Service
PRESSTITE, steam hose for laundry and drycleaning presses, Anaconda Metal Hose Div., Anaconda American Brass Co.
PRESSTITE-T, flexible steam connectors of Teflon for laundry and garment pressing machines, Anaconda Metal Hose Div., Anaconda American Brass Co.
PRESTEX ASBESTALL COVERS, press cover for drycleaning presses, bag and padding for pants toppers, Arrow Mfg. Co.
PRESTEX GOLDEN NYLON COVERS, covers for drycleaning presses, Arrow Mfg. Co.
PRESTO, self-sealing paper bands, Nashua Corp.
PRESTO-O CLEANER, press-head cleaner, Stadium Co., Inc.
PRESTOPRESS, air-operated drycleaning presses, Goldman Pressing Machine Corp.
PRIDE, batch detergent, Lustrul Drycleaning Products, Div. Patek & Co.
PRIDE, washing powder, Swift & Co.
PRIMA BRAND, leather belting, Philadelphia Belting Co.
PRIMARY SIZE, blended starch, Wyandotte Chemicals Corp., J. B. Ford Div.

PRIMELINER 50, 50 lb. perchlor, single-bath machine, Mantowoc Engineering Corp.
PRIME SOHP, complete soap for hot water washing, Keever Starch Co., Keever Beach Div.
PRIMS COVER A BUTTON, cover buttons and buckles, William Prym, Inc.
PRINTWEIGH, weight printing scales, Toledo Scales Co.
PROCTOR & SCHWARTZ, automatic shampooing and drying systems for rugs, Proctor & Schwartz, Inc.
PRODUCTMETERS, counting machines, Durant Mfg. Co.
PRODUCTO, timer, American Laundry Machinery Co.
PROFESSIONAL PORTABLE CLEANING UNIT, upholstery shampooing machine, Multi-Clean Products, Inc.
PROFINE PASTE, fatty ester base fabric finish, Procter & Gamble Distributing Co.
PROGRESS, packaged boilers, Cleaver-Brooks Co.
PRO LAUN, professional laundry, Professional Laundries Shirt Plan
PROLYTE, enzymic digester, Allen & Vickers, Inc.
PROMATIC, electronic and synchronous motor timers, General Control Co.
PROOF, emulsion type batch soap, Lustrul Drycleaning Products, Div. Patek & Co.
PROSPERITY 55, complete line of laundry and drycleaning equipment, Prosperity Co., Div., Ward Industries Corp.
PROSPERITY, apron duck and cover cloth fabrics, Mount Vernon Mills, Inc.
PROSPERITROL, automatic washer controls, Prosperity Co., Div., Ward Industries Corp.
PROTECTO, laundry identification systems, American Laundry Machinery Co.
PROTECTO, colored fabric pick-up bags, F. H. Bonn Co.
PROTECTOGRAPH, checkwriters, check signers, Todd Co., Inc.
PROTECTOR-PAK, tapered party dress plastic bags, The Louis Miller Co.
PRO-TEK, protective hand cream, E. I. du Pont de Nemours & Co., Inc.
PROTEEN, protein stain remover, Stamford Chemical Co.
PROTEX, toilet soap, Iowa Soap Co.
PROXOFT-N, modified fatty ester base fabric finish, Procter & Gamble Distributing Co.
PRYM, snap fasteners, William Prym, Inc.
PRYM'S ARISTOCRAT, brass pins and safety pins, Wm. Prym, Inc.
PRYM'S SUPER STEEL SONOMOR, pins, safety pins, staples, William Prym, Inc.
PSC UNIVERSAL AIR, air control equipment, Perfecting Service Co.
P22, hand stapler, Arrow Fastener Co.
PUFF-FINISHER, puffers, steam puff irons, Bishop David Freeman Co.
PULVOAX, powdered wax, Lewis National Corp.
PURATIZE, mildewproofing, Aqua-See Corp.
PURE-TEX, laundry bactericide, Cidex & Corp.
PURGE-O-SOL, drycleaning soap, G & G Chemical Co.
PURGO, soap builder, Minnesota Chemical Co.
PURITAN, straight pins, snap fasteners, Oakville Co., Div., Scovill Mfg. Co.
PURITAN, press cloth, Thomaston Mills
PURITAN, penetrant, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
PURITAN GASKA SEALS, hardening and non-hardening types to repair gaskets, Olin Mathieson Chemical Corp., Industrial Chemicals Div.
PURITY, soap flakes, soap, Iowa Soap Co.
PURITY, sour, Thompson-Hayward Chemical Co.
PURKETT, shakeout and conditioning tumblers, assembly reels, bins, Purkett Mfg. Co.
PURKETT PCT, pre-drying conditioning tumbler, Purkett Mfg. Co.
PURO, spotting compound, Adco, Inc.
PUR-O-CEL, filter, Proportioners, Inc.
PURDIESEL, lubricating oils for diesel engines, Pure Oil Co.
PURULENE, lubricating oils, Pure Oil Co.
PUR-O-SAN, drycleaning soap, Huntington Laboratories, Inc.
PURPLE EDGE, padding, Egan Cotton Mills
PUR-WAX, powdered wax, R. Lally Co.
PUSHOMATIC, couplings, Perfecting Service Co.
PYRAMID, laundry nets, R. Lally Co.
PYRATLEX, paint, oil, grease remover, R. R. Street & Co., Inc.
PYRO, liquid soap, National Cleaners Chemical Mfg. Co.
PYRO, surface thermometer, Pyrometer Instrument Co., Inc.
PYROFLEX, acid and alkali resisting paints, Maurice A. Knight
PYRON, press covers, Southern Mills, Inc.
PYRO-SOAP, wetcleaning soap, National Cleaners Chemical Mfg. Co.
PYROTON, resistance thermometer, Bailey Meter Co.

Q-D, spotting agent, A. L. Wilson Chemical Co.
Q & S, counter rack, Ink-O-Products Co.
Q-T, heat recirculators, Kisco Boiler & Engineering Co.

Q-CIROMASTIC, veneer coating for furnace walls, Quigley Co., Inc.
Q-CHROME, refractory material, Quigley Co., Inc.
QUADRA-CLENE, rug-washing machine, Moore's Time-Saving Equipment, Inc.
QUADRAFOS, water conditioner, detergent, dispersing agent, Rumford Chemical Works
QUAKER BLUE, laundry blue, Pennsalt Chemicals Corp.
QUAKER, improved, chlorinated lime, bleach, Pennsalt Chemicals Corp.
QUALITEX, press covers, puff iron covers, sponge pads, tumbler pads, press cloths, extractor covers, filter bags, double-face flannel, Quality Products Co.
QUALITEX SUN GLOW, pad and cover, Quality Products Co.
QUALITY, net pins, Key-Tag Checking System Co.
QUEEN, wire hangers, Vail Mfg. Co.
QUEEN CITY, boilers, tanks and preheaters, Queen City Engineering Co., Inc.
QUEEN TRANSPARENT, combination bags, plastic, Queen Transparent Specialties
QUICKBAGGER, poly bag maker, Keyes-Davis Co.
QUICK AID, linen fire hose, fire extinguishers, General Detroit Corp.
QUICK ARROW, lightly built, tallow and cold soap flake, Swift & Co., General Soap Dept.
QUICK ELASTIC, liquid and powdered starch, Hubinger Co.
QUICKLIFT, trucks, Lewis-Shepard Products, Inc.
QUICK-O-MATIC, machine dishwash compound, Kellogg-Falmolive Co.
QUICK WAX, press head cleaner, Aurora Mfg. Corp.
QUIGLEY, fire brick, Quigley Co., Inc.
QUIK-CUT, wrapping table, Coffman Mfg. Corp.
QUIK-CUT, wrapping table, Norman Control Co.
QUIK-FLEX, thermostatic trap, V. D. Anderson Co., Div. International Basic Economy Corp.
QUICK-LOK, shirt boxes and collar supports, Century Paper Products
QUIK-PAC, laundry packaging supplies, Quik Pac Div., H. Wesley Hutchins Co.
QUIK-PACH, fire brick, A. P. Green Fire Brick Co.
QUIKTAG, laundry marking tag, Boston Clip & Tag Co.
QUILON, chrome complex, E. I. du Pont de Nemours & Co., Inc.
QUINCY, air compressors and vacuum pumps, Quincy Compressor Co.
QWIK-GO, blood and albuminous stain remover, A. L. Wilson Chemical Co.

R.C.C., rug cleaning and finishing compound, R.C.C., Lewis National Corp.
R.C.U., rug and upholstery soap, Keystone Aniline & Chemical Co., Inc.
R.G.F., stain remover, Riverside Mfg. Co.
R.L.D., leather dressing, Riverside Mfg. Co.
R-M, asbestos products, packing friction materials and rubber products, Revolute Div., Raybestos-Manhattan, Inc.
R & O COMPOUND, shop towel and overall washing compound, Speedlite Chemicals Co., Div. Patek & Co.
ROH, hyar belting, Victor Balata & Textile Belting Co.
RP, high pressure boiler, Titusville Iron Works Co., Div. Struthers Wells Corp.
RF&G, valves, Reading-Praft & Cady Div. American Chain & Cable Co., Inc.
RSR, digestive spotting agent, Wallerstein Co., Div. Baxter Laboratories, Inc.
R-x, oily type paint remover, Caled Products Co., Inc.
RACK N' ROLL, polyethylene dispenser, Technical Tape Corp.
RAILEX, conveyors & speed racks, Railex Corp.
RAINBOW, laundry powdered soap (built), Empire Soap Co., Ltd.
RAINBOW, plastic garment hangers, Henry Hanger Co. of America
RAINBOW, spotting pencils, Eaton Chemical & Dyeing Co.
RAINCO-TE-SC, water repellent, solvent soluble, Signal Chemical Mfg. Co., Inc.
RAINCO-TE-WET, water repellent, water soluble, Signal Chemical Mfg. Co., Inc.
RAK-GUIDE, rack index for separating garments alphabetically, Para-Lux Products Co.
RAM, drycleaning soap, Adco, Inc.
RAMSEY, chain drive, chain drive sprockets, shaft couplings, Ramsey Chain Co., Inc.
RAMTITE, plastic refractory, Ramtite Co., Div. S. Obermayer Co.
RANAREX, combustion recorder, Permutit Co.
RANDE, metal press pads, Bergen Machine & Tool Co., Inc. Rande Unit Springs Div.
RAPID POWER BOOSTER, portable power belt conveyor, Rapids-Standard Co., Inc.
RAPID ROLLER, conveyor, Rapids-Standard Co., Inc.

- RAPID-WHEEL**, conveyor, Rapids-Standard Co., Inc.
- RAPISTAN TABLE-VEYOR**, belt conveyor to facilitate general handling of laundry bundles, Rapids-Standard Co., Inc.
- RAY**, oil and gas burners, pumps, Ray Oil Burner Co.
- RAY-BAR**, clear exterior wood finish that resists rays of sun, The Peters Co., Div. Toledo Paint & Chemical Co.
- RAYLENE**, sour, Wyandotte Chemicals Corp., J. B. Ford Div.
- RAYS**, tape, Speare Box Co., Inc.
- RAYS KRAFT**, packaging supplies, Speare Box Co., Inc.
- RAYTEX**, 27/92 powder soap, John T. Stanley Co., Inc.
- READY-PACK**, cast split repair sleeves, Dresser Mfg. Div., Dresser Industries, Inc.
- RECEIV-O-MARKER**, identification systems, Best Forms Co.
- RE-CIRK-IT**, circuit breakers, Heinemann Electric Co.
- RECLAMITE**, stain remover, H. Kohnstamm & Co., Inc.
- RECORDAK**, accounting machines and systems, record systems, Recordak Corp.
- REC-TONE-C**, drycleaning detergent, Riverside Mfg. Co.
- RED ARROW**, feed ribbon, Southern Mills, Inc.
- RED CHIEF**, rubber belting, Webb Belting & Supply Co.
- REDDYGO**, lipstick stain remover, A. L. Wilson Chemical Co.
- RED EDGE**, pads and padding for flatwork ironers and press machines, Knitted Padding Co.
- RED FLASH**, water heaters, Fick Mfg. Co.
- RED & GREEN LINE**, laundry fabrics, Hettrick Mfg. Co.
- REDI-COUNT ROLLS**, identification system, Pittsburgh Tag Co.
- REDI-CUT**, flannel press pads, F. H. Bonn Co.
- REDILIFT**, trucks, Lewis-Shepard Products, Inc.
- REDI-MARK**, strip tags, Pittsburgh Tag Co.
- REDI-TAG**, pre-printed marking tag, Larton Products Co., Inc.
- RED LABEL FLAKES**, neutral soap, Keever Starch Co., Keever Beach Div.
- RED LABEL POWDER**, neutral soap, Keever Starch Co., Keever Beach Div.
- RED LINE**, flatwork ironer aprons, Pittsburgh Waterproof Co.
- RED-LINE**, garment drier, Hopkins Equipment Co.
- RED LINE**, greases, oils, lubricants, Union Oil Co. of California
- RED MARK PRESS PADS**, press top pad, Whitehouse Nylon Products
- REDOTEX**, neutral red oil flakes and powder, Allen B. Wrisley Co.
- RED STAR**, diapers, towels and toweling, George Wood Sons & Co.
- RED STAR**, feed ribbons, New York Belting & Packing Co.
- REDUCTORS**, speed reducers, Boston Gear Works, Inc.
- REDUX**, indelible ink remover, Boston Clip & Tag Co.
- RED-WHITE-BLUE**, matched pants and shirts for rental uniforms, Shreveport Garment Mfg. Co.
- REE-DRAPE**, dry sizing and finishing compound, drycleaning, Riverside Mfg. Co.
- REESCO**, powdered laundry soap, Minnesota Chemical Co., Inc.
- REE-TONE-C**, drycleaning detergent, Riverside Mfg. Co.
- REEVES ARMY TWILL**, uniform cloth, Reeves Brothers, Inc.
- REFINITE**, zeolite water softeners, Elgin Softener Corp.
- REFLEX**, ironer pads and covers, Gibraltar Fabrics, Inc.
- REFLEXIT**, replasticizer, Patek & Co.
- REGAL**, engines, Ames Iron Works
- REGAL**, neutral synthetic detergent, Armour & Co., Industrial Soap Dept.
- REGISTERED SHIRTS**, men's shirt for sale plan, Registered Shirt Laundry Assn., Inc.
- REGULAR DRI SHEEN**, detergent for charged system, Adeo, Inc.
- REGULARS**, tags, Stry-Lenkoff Co.
- REGULAR SOUR**, rust removing sours, Keever Starch Co., Keever Beach Div.
- REINTJES**, dependable arches, suspended walls, Geo. P. Reintjes Co.
- REKAB**, powdered soap, soap chips, Minnesota Chemical Co.
- RELIABLE**, fur cleaning, glazing and fur storage equipment, Reliable Machine Works, Inc.
- RELIABLE**, orlon-dynel cleaning supplies and cleaning machines and finishing equipment, Reliable Machine Works, Inc.
- RELIANCE**, a.c. and d.c. motors, motor generators, Reliable Electric & Engineering Co.
- RE-LOGIC**, powdered soap, Minnesota Chemical Co.
- REMA "DRI-VACS"**, air vacuum systems for garment presses, Rema Corp.
- REMINGTON**, electric typewriters, accounting and calculating machines and other office equipment and supplies, Remington Rand, Inc.
- REMO**, cover-cloth fasteners, rack clips, net and marking pins, trays, safety and steel pins, over-all tags, sorting racks, Risdon Mfg. Co.
- REMOVE-OIL**, oil stain remover, Nu-Horizon System
- RENARDS'**, leather cleaning and dyeing, Renards' RENEWO, angle, check and globe valves, Lunkenheimer Co.
- RENEZ**, detergents, Atlas Powder Co.
- RE-NU**, potash saponified resin and fatty acids, Armour & Co., Industrial Soap Div.
- RE-NU-IT**, solvent pump, Viking Pump Co.
- RENUTEX-SIZE**, garment finishing agent, Marclene Chemical Corp.
- REO**, motor trucks, Reo Motors, Inc.
- RE-100**, water repellent, R. R. Street & Co., Inc.
- REPELEX**, dry side water repellent, Dixco Co., Inc.
- RE-PELL**, water repellent, Starr Chemical Co., Inc.
- REPEL-O-MOTH TANK**, mothproofing equipment, Repel-O-Products Div., North American Merchandising Co.
- REPUBLIC**, controls, instruments, Republic Flow Meters Co.
- RE-PURGO**, powdered soap, Minnesota Chemical Co.
- RESEARCH**, leather belting, Graton & Knight Co.
- RESEARCH**, zeolite, Research Products Corp.
- RESILLO**, press pads, Resililo Press Pad Co.
- RESIN FELT**, nylon press pad, Gibraltar Fabrics, Inc.
- RESINFLEECE**, nylon flannel, Gibraltar Fabrics, Inc.
- RESINTEX**, nylon press cloths and press covers, Gibraltar Fabrics, Inc.
- RESISTAG**, label attaching heat set machine, National Marking Machine Co.
- RESISTCAL**, dry-side water repellent, Caled Products Co., Inc.
- RESIZET**, sizing, R. R. Street & Co., Inc.
- RESLABS POWDER BLEACH**, fine fabric bleach, Reslabs, Inc., Div., Linco Products Corp.
- RESSYN**, zeolite, Hungerford & Terry, Inc.
- RESTORTIX**, liquid sizing, National Cleaners Chemical Mfg. Co.
- RESYN ADHESIVES**, glues, gums, sizings, starches, National Starch Products, Inc.
- RETIRON**, laundry flatwork ironer, American Laundry Machinery Co.
- REVERE**, copper and brass, Revere Copper & Brass, Inc.
- REVERE**, foot-operated drycleaning press, American Cleaners Equipment Co., Div., American Laundry Machinery Co.
- REVERE SHOWMASTER**, floodlights and lighting equipment, Revere Electric Mfg. Co.
- RE-VI**, water repellents, Davies-Young Soap Co.
- REVOLITE**, asbestos flatwork ironer covers, pads, roll covers, Revolite Div., Raybestos-Manhattan, Inc.
- REVOLON**, asbestos and dacron padding for flatwork ironers, Revolite Div., Raybestos-Manhattan, Inc.
- REVOMESH**, metal press pads, Revolite Div., Raybestos-Manhattan, Inc.
- REVOTAPE**, feed, return, folding ribbons and ironer tape, Revolite Div., Raybestos-Manhattan, Inc.
- REX**, soluble liquid drycleaning soap, Davies-Young Soap Co.
- REX**, tool steels, Crucible Steel Co. of America
- REXAIR**, vacuum cleaner, Prosperity Co., Div., Ward Industries Corp.
- REXALLOY**, cast tool bits, Crucible Steel Co. of America
- REX-FLEX**, metal hose, Flexonics Corp.
- REN-TITE**, heat-proof reattachable couplings, Flexonics Corp.
- REX-TUBE**, flexible metal hose, Flexonics Corp.
- REXWELD**, drill steel, Crucible Steel Co. of America
- REX-WELD**, metal flexible hose, tubing, Flexonics Corp.
- REZ**, synthetic solvent conditioner, L. A. Salomon & Bros., Inc.
- REZ**, charged soap solvent conditioner, U. S. Mining Corp.
- REZEX**, resinous zeolite, Elgin Softener Corp.
- REZISTAL**, stainless steel, Crucible Steel Co. of America
- REZONE**, resinous zeolite, Elgin Softener Corp.
- R-51**, drycleaning unit, Shields Engineering & Mfg. Co.
- R-51A**, drycleaning unit, Shields Engineering & Mfg. Co.
- R. H. CONTROL**, electronic drycleaning relative humidity control, Adrian Research & Chemical Co.
- RHINAMEL**, heavy duty enamel, Tropical Paint & Oil Co.
- RHINO**, nylon laundry net, Carson Textile Co.
- R. H. P. CASCADE**, laundry washer with removable horizontal partitions, American Laundry Machinery Co.
- RIBBON DELUXE**, cotton ribbon, Milwaukee Printed String Co.
- RIBBON RITE**, ribbonized marking machine, Textile Marking Machine Co., Inc.
- RIBNET**, nylon laundry net, Carson Textile Co.
- RICE'S**, paint products, Barreled Sunlight Paint Co.
- RIDDAX**, special alkali compound, Wyandotte Chemicals Corp., J. B. Ford Div.
- RIMACO**, size, stripper, wetcleaning soap, Riverside Mfg. Co.
- RIMACO GENERAL FORMULA**, ink and stain remover, Riverside Mfg. Co.
- RINFORS DC**, detergent, drycleaning, charge type, Sandoz Chemical Works, Inc.
- RINFORS S**, paint and grease remover, Sandoz Chemical Works, Inc.
- RINK-L-FREE**, garment distributor, Time Savers, Inc.
- RINSOMATIC**, laundry washer control, American Laundry Machinery Co.
- RINSPED**, built soap for automatic laundries, Keever Starch Co., Keever Beach Div.
- RINTEX**, soap and alkali compound, Wyandotte Chemicals Corp., J. B. Ford Div.
- RINZAID**, rinse promoter, Speedlite Chemicals Co., Div. Patek & Co.
- RISDON**, button pins, net pins, marking pins, sight pins, Risdon Mfg. Co.
- RISDONAL**, powdered soap, Allen B. Wrisley Co.
- RITESIZING**, dry to the wheel linen sizing, Speedlite Chemicals Co., Div. Patek & Co.
- RITE-TEMP**, solvent cooler, pleat holder, Rite-Temp Mfg. Co.
- RIVERSIDE LEATHER SOAP**, wet spotter, carpet shampoo, stripper, Riverside Mfg. Co.
- ROADOL**, paint, oil and grease remover, Package Chemical Co., Inc.
- ROADOL L**, wet spotter, Package Chemical Co., Inc.
- ROBERTS**, numbering machine, Roberts Numbering Machine Co.
- ROBERTS**, press boards, Roberts Mfg. Co.
- ROBINETS**, laundry nets, G. S. Robins & Co.
- ROBINS**, acetate sour, G. S. Robins & Co.
- ROBOT**, self-contained automatic washers, Robot Laundry Machinery Sales, Div. Wolf Co.
- ROBOT-MASTER**, automatic conveyors, Railax Corp.
- ROCCAL**, germicide, Sterwin Chemicals, Inc.
- RODOL-FER**, solvent drycleaning unit, Vic Manufacturing Co.
- ROCKWEAVE**, laundry textiles, aprons, cover and filter cloth, double-face flannel laundry nets and wrapping twine, Callaway Mills, Inc.
- RO-FLO**, air compressors, vacuum pumps, Allis-Chalmers Mfg. Co.
- ROH-RIB**, nylon laundry nets, Whitehouse Nylon Products
- ROLA-RUG**, rug rolling and packaging machines, Lincoln Products, Inc.
- ROLL-A-TAPE**, marking tape, Liberty Marking Tag Co., Inc.
- ROLLERVYOR**, roller, conveyor, Mechanical Handling System, Inc.
- ROLL-FIXE**, sour, H. Kohnstamm & Co., Inc.
- ROLL-ON-SEAL**, gummed tape dispensers, Roll-on-Sealer Co.
- ROLL-OVER**, barrel and drum cradles (15 to 55 gal. drums), Paul O. Young Co.
- RONAFLEX**, elastic synthetic tubing with woven metal wire cover, Ronaflex Tubing Co., Inc.
- RONNINGEN**, quick coupling fluid filters, manual and automatic, Ronningen-Petter Co.
- RO-NOR**, stain remover, H. Kohnstamm & Co., Inc.
- ROOFKOTER**, roof material, Tropical Paint & Oil Co.
- ROOT BAGGER**, garment bagger, Huebsch Originator
- ROSS**, solvent coolers, heat exchangers, Ross Heat Exchange Div.
- ROSWELL**, woven nylon laundry nets, Southern Mills, Inc.
- ROTAIRE**, continuous conditioning tumbler and laundry flatwork, American Laundry Machinery Co.
- ROTARY**, soot blower, Marion Machinery Foundry & Supply Co.
- ROTARY UNION**, revolving steam joint, Perfecting Service Co.
- ROTAX**, soap-base produce for laundrettes, Wyandotte Chemicals Corp., J. B. Ford Div.
- ROTAY**, condensation meters, American District Steam Co., Inc.
- ROTEX**, drycleaning extractor, American Cleaners Equipment Co., Div., American Laundry Machinery Co.
- ROTH**, boiler feed units, pumps, Roy E. Roth Co.
- ROTO BRUSH**, portable, electric upholstery shampoo machine, Certified Chemical & Equipment Co.
- ROTO-KING**, pumps, Viking Pump Co.
- ROTO-MATIC**, rotating laundry process units, Unipress Co., Inc.
- ROTO-SCREEN**, waste water screening device, Patterson-Kelley Co., Inc.
- ROTO-SORTER**, Klien-Hamper, Inc.
- ROUND "R"**, steel boiler, coal, oil, gas stoker, Kewanee Boiler Corp.
- ROUND THE BUTTON**, shirt-ironing press pads, Resililo Press Pad Co.
- ROYAL**, brass safety pins, Risdon Mfg. Co.
- ROYAL**, medium titer, coco-tallow chip, neutral soap, Armour & Co., Industrial Soap Div.
- ROYAL**, rubber hose, rubber belting, U. S. Rubber Co.
- ROYAL CALENDER**, cylinder type flatwork ironer, American Laundry Machinery Co.
- ROYAL FLASH**, match book, Universal Match Corp.
- ROYAL OAK**, leather belting, Webb Belting & Supply Co.
- ROYAL PINE**, soaps, Iowa Soap Co.
- ROYAL WORCESTER**, lace leather, Graton & Knight Co.
- RF NO. 737**, stain remover, H. Kohnstamm & Co., Inc.
- RUBA-WEVE**, rubber runner matting, American Floor Products Co.
- RUBBERALL**, basket liners, shirt bags, aprons, Toptex Corp.
- RUBBER BASE**, primer sealer, Tropical Paint & Oil Co.
- RUBBER CITY**, roofing materials, Rubber City Mfg. Co.
- RUBEROID**, built-up roofing materials, Ruberoid Co.

TRADE NAMES

RUBINOFF, tags, certificates, guarantees and supplies, M. Rubinoff, Inc.
 RUG-BRITE, rug fibre brightener, Ultra White Co.
 RUGGLO, rug cleaning soap, Merson Products Co.
 RUG-IT L, rug cleaning detergents, Certified Chemical & Equipment Co.
 RUG-O, rug and carpet soap, Davies-Young Soap Co.
 RUG-RITE, sour, Coastal Chemical Corp.
 RUG SHAMPOO, rug and upholstery cleaning soap, Caled Products Co., Inc.
 RUSCO, belts, beltings and webbing, Russell Mfg. Co.
 RUSCO INSTANT TANNIN FORMULA, after spotter for perspiration, urine, perfume, etc., Russell Products
 RUSKO, synthetic compound to replace soap, Wyandotte Chemicals Corp., J. B. Ford Div.
 RUSO, fuel oil treatment, National Chemical Sales Co., Inc.
 RUST BAR, paint, rust preventative, Midland Paint & Varnish Co.
 RUST-E-LIM, rust remover, Johnson Chemical Industries, Inc.
 RUSTEX, sour, Hood Chemical Co., Inc., Crescent Div.
 RUSTEZE, rust solvent, Hood Chemical Co., Inc., Crescent Div.
 RUSTFIXE, sour, H. Kohnstamm & Co., Inc.
 RUST-GO, rust remover, A. L. Wilson Chemical Co.
 RUST REMOVER, removes metallic stains, Lustral Drycleaning Products, Div. Patek & Co.
 RUSTICK, rust remover, National Cleaners Chemical Mfg. Co.
 RUSTICON SS, rust preventative, Philadelphia Quartz Co.
 RUSTIKOTE, rust preventative, Tropical Paint & Oil Co.
 RUSTTRASE, rust remover, Hachik Bleach Co.

S

S-A, anti-sulfuric-acid valves, Lunkenheimer Co.
 S.C.A., water conditioners, mechanical; water filters, water softening equipment and water treatment equipment, Softener Corp. of America
 S.E.B., wetcleaning soap, E. F. Drew & Co., Inc.
 S.E.S., roofing, Barrett Div., Allied Chemical Corp.
 SMC, anti static agent and textile softener, Teh Research & Development Co.
 SOH, low-pressure boiler, Titusville Iron Works Co., Div. Struthers Wells Corp.
 SP, high-pressure boiler, Titusville Iron Works Co., Div. Struthers Wells Corp.
 S-R, spotter for brown and yellow stains, Caled Products Co., Inc.
 S R F, rinsing aid, H. Kohnstamm & Co., Inc.
 SSS, anhydrous silicate builder, Patek & Co.
 SSS, prespotter, Stamford Chemical Co.
 SABIN, glove cleaning machines, Sabin Machine Co.
 SACCO-MATIC, coat pressing machine, Hoffman International, Inc.
 SAGO, speed reducers, Stephens-Adamson Mfg. Co.
 SAGON, belt conveyor carriers, Stephens-Adamson Mfg. Co.
 SAGON, water soluble size, Wallerstein Co., Div., Baxter Laboratories, Inc.
 SAFE-DRY BLEACH, organic bleach, Johnson Chemical Industries, Inc.
 SAFEGUARD, fuel oil heater, Alstrom Corp.
 SAFE CUTTERS, cord knife, Time Savers, Inc.
 SAFE-TIE ANCHORS, refractory anchors, Ram-tite Co.
 SAFE-T-BLEACH, organic chlorine bleach, Speedite Chemicals Co., Div. Patek & Co.
 SAFE-T-CHLOR, dry bleach for laundry, Port Huron Detergent Co., Inc.
 SAFE-TO-ALL, spotting solvent, Warco Laboratories, Inc.
 SAFE-T-SOL, dry oil, paint and grease remover, Patek & Co.
 SAFETY, driers, Sani-Top Co.
 SAFETY FUR VAULT FUMIGANT, fur fumigant, Huntington Laboratories, Inc.
 SAFETY LINEN SOUR, sour, Diamond Alkali Co.
 SAFETY-LOCK, nylon laundry net, Gibraltar Fabrics, Inc.
 SAFETY SPIRAL, safety guards, Phil Rich Fan Mfg. Co., Inc.
 SAFEX, single-bath 140° F. petroleum solvent drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 SAF-T-BAK, non skid rug backing, Testworth Products Corp.
 SAFTEE BLEACH, activated perborate, Dixo Co., Inc.
 SAF-T-MARK, marking tags, Stry-Lenkoff Co.
 SAF-TAG, tagstock, Stry-Lenkoff Co.
 SAGER SPREADERS, sheet spreaders, Batwork, M. A. Focock
 SAHARA, waterproofing repellent, Anscott Dry Cleaning Products, Inc.

SAK-RAK, bag holder, pre-marking containers, cloth bags, Sak-Rak Co.
 SALVE-O-LIN, skin salve, Keystone Aniline & Chemical Co., Inc.
 SAMOSET, soap, Lewis National Corp.
 SAMSON, packing, U. S. Rubber Co.
 SAMSONITE, filter bags, leather bags, extractor covers, soap whips, starch whips, tumbler pads, Manitowoc Cotton Goods Mfg. Co.
 SANA-FILTER, low-pressure, filter-type soap, Huntington Laboratories, Inc.
 SANA-SIZE, sizing, Huntington Laboratories, Inc.
 SANDOFIX WE, fixing agent (dyes), Sandox Chemical Works, Inc.
 SANDOLIX O, leather softener, Sandox Chemical Works, Inc.
 SANDOPAN DTC, detergent, special wet cleaning, Sandox Chemical Works, Inc.
 SANEX, dry, neutral mothproofing agent for use in the wheel, Signal Chemical Mfg. Co., Inc.
 SANICO, drycleaning soap, Dello Products Co.
 SANI-DET, sanitizers, Coastal Chemical Corp.
 SANI-DUST CONTROL, germicidal dust control, Talc Industries, Inc.
 SANI-MATIC, brush-spotting machine, Sani-Matic Brusher
 SANIMASTER, water heaters, Ruid Mfg. Co.
 SANI-SOUR, antiseptic, all-purpose sour, Keever Starch Co., Keever Beach Div.
 SANITEX, baskets, trucks, bags, C. R. Daniels, Inc.
 SANITONE, drycleaning process, Emery Industries, Inc., Sanitone Div.
 SANITONE "D," prespotter, Emery Industries, Inc., Sanitone Div.
 SANITONE 870, solvent conditioner, Emery Industries, Inc., Sanitone Div.
 SANITONE MC, mothproofing compound, Emery Industries, Inc., Sanitone Div.
 SANITONE SR, smoke remover, Emery Industries, Inc., Sanitone Div.
 SANITONE SS SOFT SET, wool finishing oil, Emery Industries, Inc., Sanitone Div.
 SANITONE SS STYLE SET, silk size, Emery Industries, Inc., Sanitone Div.
 SANITONE, 30-90, dry cleaning detergent, Emery Industries, Inc., Sanitone Div.
 SANITONE WR, water repellent, Emery Industries, Inc., Sanitone Div.
 SANI TOP, diaper cans, diaper pails, deodorants, Sani-Top Co.
 SANI-TYPE, heat reclaim, Patterson-Kelley Co., Inc.
 SANI-WHITE, bleach, G. S. Robins & Co.
 SANKO, soaps, H. Kohnstamm & Co., Inc.
 SAPOTEX, soap compound, G. S. Robins & Co.
 SAPPHIRE, stripper and stain remover, Lewis National Co.
 SARATOGA CHIPS, neutral soap, Procter & Gamble Distributing Co.
 SARCO, steam traps, temperature regulators, Sarco Co., Inc.
 SARCOCID, sour, Slater-Robbins Co., Inc.
 SARCO-CONCENTRATE, paint and grease remover, Slater-Robbins Co., Inc.
 SARCOFIN, radiation baseboard and fin-type, Sarco Co., Inc.
 SARCOFLOW, balancing fittings, Sarco Co., Inc.
 SARCO-MIST, moth spray, Slater-Robbins Co., Inc.
 SARCOSTAT, motor-operated valve, Sarco Co., Inc.
 SARCO-SOL, paint and grease remover, Slater-Robbins Co., Inc.
 SARCO-TEX, wetcleaning detergent, Slater-Robbins Co., Inc.
 SARCO THERM, weather compensated controls, Sarco Co., Inc.
 SATINE, powder and flakes, soap, John T. Stanley Co., Inc.
 SATINETTE, non-congealing wheat and pre-cooked instant starch, Keever Starch Co., Keever Beech Div.
 SATURN SPEED-VEYOR, call office conveyors, Saturn Mfg. Corp.
 SAV-A-LOAD, duck fabric extractor covers, F. H. Bonn Co.
 SAV-E-SOLV, solvent recovery tumbler, Huebner Originators
 SAYO, 40/92% powder soap, John T. Stanley Co., Inc.
 SAVONOL, wet spotter, Patek & Co.
 SAVOY, zippers and zipper parts, B. & G. Lieberman Co., Inc.
 SAV-WAY TAGS, piece-control marking tags, Pre-Marked Tag Co.
 SAXMAYER, tying machine, National Bundle Tye Co.
 SAYVE, prebuilt commercial building for drycleaning and laundry feeder plants, for coin operated laundries, Sayve Corp. of America.
 SAYVE "DRIVE-AROUND DRAWER," drawer assembly for servicing customers in automobiles, Sayve Corp. of America.
 SCALE-I-CATER, boiler compound, W. F. Johnson Products Co.
 SCALINA, phosphate boiler compound, Rathbun Co.
 SCAT, blood remover, Dello Products Co.
 SCHAU, dried feeding and condensation return systems, Fred H. Schaub Engineering Co.
 SCHAU HEAT RECLAIM SYSTEM, return system providing maximum temperature of boiler feeder without live steam addition, Fred H. Schaub Engineering Co.
 SCHAU "PRE-HEAT" SYSTEM, return systems, Fred H. Schaub Engineering Co.
 SCHAU "QUICK-TEMP," heating system, Fred H. Schaub Engineering Co.

SCHAUB "ZERO-OXYGEN" deaerating system, Fred H. Schaub Engineering Co.
 SCHRAMM, air compressor, Schramm, Inc.
 SCIENTIFIC, boiler water treatment, Scientific Boiler Water Conditioning Co.
 SCOT, shirt packers, MacDonald Services
 SCOTCH BRAND, tapes for the cleaning industry, Minnesota Mining & Mfg. Co.
 SCOTCH-GARD, stain repellent chemical treatments, Minnesota Mining & Mfg. Co.
 SCOTCH-KNIT, nylon laundry net, Gibraltar Fabrics, Inc.
 SCOTSMAN, washers, Ayr-Mor Machinery Co., Inc.
 SCOTTIE, JR., high-pressure riveted boilers, Ke-wanawee Boiler Corp.
 SCRAM BLOOD, blood remover and wet spotter, Warco Laboratories, Inc.
 SCRUB-O-MATIC, garment scrubber, Hopkins Equipment Co.
 SD-130, drycleaning tumbler, Hoyt Mfg. Corp.
 SEABLUE, blue, Spare Co.
 SEA FOAM, soap powder, Colgate-Palmolive Co.
 SEABEL POWER, totally enclosed fan-cooled motors, Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works
 SEAL MASTER, ball bearings, Stephens-Adamson Mfg. Co.
 SEAL SILICATE, silicate adhesive, Philadelphia Quartz Co.
 SEALTITE, flexible, liquid-tight electrical wiring compound, Anaconda Metal Hose Div., Anaconda American Brass Co.
 SEAT COVER DISPENSER, toilet seat cover dispenser, Steiner Co.
 SEATLESS, blow-off valves, Yarnall-Waring Co.
 S.E.B. CONCENTRATED, silk and wool soap, E. F. Drew & Co., Inc.
 SEC, combination washer extractors, solvent coolers, filters, solvent recovery units, Sec-O-Matic Corp.
 SEC-CLEANIZED, drycleaning process, Sec-O-Matic Corp.
 SECCO, dry water repellent, Patek & Co.
 SECTOFOG, moth protection by fogging, Fulmol
 SECURITY, cover cloth fasteners, racks, clips, Risdon Mfg. Co.
 SEE-SAFE, plastic storage and blanket bags, Mehl Mfg. Co.
 SELECTA-SPOT KIT, foolproof method spotting kit, Caled Products Co., Inc.
 SELECTRO, laundry washer control, American Laundry Machinery Co.
 SELF CLEANING FILTER, for synthetic solvent 1500 to 5000 G.P.H., Vic Mfg. Co.
 SELF-SEAL, adhesive shirt bands, National Paper Band Co.
 SELF SERVICE ASSEMBLY, F. W. I. padding (nylon & cotton), Gibraltar Fabrics, Inc.
 SELF-STICK, shirt bands, Phoenix Products Co.
 SELLERS, steam boilers, open return systems, Sellers Engineering Co.
 SEMI-SLIP-ON laundry and drycleaning press machine covers, F. H. Bonn Co.
 SENECA, starch, H. Kohnstamm & Co., Inc.
 SENIOR, lubricators, Lunkenheimer Co.
 SENIOR COLLECTOR CART, aluminum or steel soiled linen or laundry cart, Paul O. Young Co.
 SENSIMATIC, accounting machines, Burroughs Adding Machine Co.
 SENSIT-TEMP, hot water circulating pumps, Ruid Mfg. Co.
 SENSITROL, relay, Weston Electrical Instrument
 SENTREX, laundry washer control, American Laundry Machinery Co.
 SENTRY, 24 hour dial watchman's clock, Latham Time Recorder Co.
 SEPARIN 2610, chemical water conditioners, Dow Chemical Co.
 SEQUESTRINE, water softener, Alrose Chemical Co., Div. Geigy Chemical Corp.
 SENTINEL, oil cup, Lunkenheimer Co.
 SEPTO-SOUR, sour, Diamond Alkali Co.
 SERDEX, gauges, solvent humidity control, Serdex & Co.
 SERL, rug and upholstery shampoo, Tower Chemical Sales
 SERVIS RECORDER, time and truck recorders, Service Recorder Co.
 SESQUILATE, laundry detergent and soap builder, Diamond Alkali Co.
 SETLOW, uniforms and work clothing, M. Setlow & Sons, Inc.
 70, drycleaning presses, Prosperity Co., Div. Ward Industries, Inc.
 "7/11" CLOTH, laundry flatwork ironer cloth, R. Lally Co.
 770, spray-dried to homogeneous free-flowing heads, Lever Brothers Co., Inc.
 1707, blue, H. Kohnstamm & Co., Inc.
 "75" COLLECTOR CART, cart for soiled linen or laundry cart, Paul O. Young Co.
 727, curtain and blanket wetcleaning product for wheel washing, Caled Products Co., Inc.
 722, rug and carpet soap, Caled Products Co., Inc.
 SHAMROCK, canvas baskets, hampers, trucks, plastic washroom trucks, Meese, Inc.
 SHANROCK, F. W. I. apron duck, R. Lally Co.
 SHAMROCK, auto-veyor, Automatic Specialties, Inc.
 SHAMROCK COMBI-VEYOR, combination shirt and drycleaning conveyor, Automatic Specialties, Inc.
 SHAMROCK LAUNDRI-VEYOR, call office laundry conveyor, Automatic Specialties, Inc.
 SHAMROCK SHIRT-VEYOR, call office shirt conveyor, Automatic Specialties, Inc.

- SHAW, collar edger, Reed Mfg. Co.
 SHEDITE, waterproof belt cement, I. B. Williams & Sons
 SHEEN, sizing, Patek & Co.
 SHELBY, tubing, National Tube Co.
 SHELL-SOL 14, 140 flash solvent, Shell Oil Co.
 SHELL-SOL 105, naphtha, petroleum solvent, Shell Oil Co.
 SHELL-SOL 36, stoddard solvent, Shell Oil Co.
 SHELL-SOL 360 SOLVENT, stoddard solvent, Shell Oil Co.
 SHELLWAX, fully refined paraffin wax, Shell Oil Co.
 SHIELV-I-CART, laundry cart with shelves for clean linen, Paul O. Young Co.
 SHENE, floor wax, Concord Chemical Co., Inc.
 SHERWIN-WILLIAMS, paints, varnishes, enamels, lacquers for maintenance purposes, Sherwin-Williams Co.
 SHIELDS, drycleaning units, reclaimers, tubular filters, Shields Engineering & Mfg. Co.
 SHINE BRIGHT, liquid scrubbing soap, Hild Floor Machine Co., Inc.
 "SHIPPER," two-wheel hand truck, Paul O. Young Co.
 SHIPSAFE, bags, Lanning Bag & Specialty Co.
 SHIRLAN, textile fungicides, E. I. du Pont de Nemours & Co., Inc.
 SHIRTAINER, shirt packaging, Loroco Industries, Inc.
 SHIRT BIN, for conveying shirts, J. W. Steele & Co.
 SHIRT CHUTE, metal chute for shirt handling, Rosenthal Mfg. Co.
 SHIRTEX, stain removers, Russell Products
 SHIRT-MAX, shirt conveyor, Ruxes Corp.
 SHIRT PAX, combination shirt board, collar support and box, printed, Package Masters, Inc.
 SHIRT "QUICK PACK," shirt bag, paper, Gaylord Container, Div. Crown Zellerbach Corp.
 SHIRTRANSPORT, shirt transporter, Bishop Freeman Co.
 SHIRT-U-VEYOR, call office conveyor, White Machine Co., Inc.
 SHIRT VALET, men's shirts, Shirt Valet Rental Plan, Inc.
 SHIRT-V-LOPE, printed cellophane shirt bag, Lee Converters, Inc.
 SHIRT WHITE, shirt whitener with anti-chlor, Ultra White Co., Inc.
 SHOO, odor destroyer, Caled Products Co., Inc.
 S HOOKS, same as trouser anchors for sweaters, drapes, skirts, Zimmerman Products
 SHOOT-THE-SHIRT, polyethylene dispenser, Technical Tape Corp.
 SHOWERFEED, floor, rug and carpet scrubbing machines, Hild Floor Machine Co., Inc.
 SHOF-IN-CAR, rolling call-counter window shelf for drive-in plant, Shop-In-Car Corp.
 SHOWBAG, transparent plastic bags, Central States Paper and Bag Co., Inc.
 SHOWER-PRUF, water repellent, Adco, Inc.
 SHRED FLAKES, 40/85% flake soap, John T. Stanley Co., Inc.
 SHUR-GRIP, hanger, W. A. Laidlaw Wire Co.
 SHUR, mothproofing agent, Shur Mothproofing Co.
 SIDE AISLE, truck bodies, Montpelier Mfg. Co.
 SIEBRING, electromatic steam boiler, Siebring Mfg. Co.
 SIG, protein spot remover, Signal Chemical Mfg. Co.
 SIGNAL, flameproof, insecticide, Signal Chemical Mfg. Co., Inc.
 SIGNAL CONTACT SPRAY, insecticide, Signal Chemical Mfg. Co., Inc.
 SILENT SERF, vacuum cleaner (industrial, wet and dry), Certified Chemical & Equipment Co.
 SILA-HAND, protective hand cream, Warco Laboratories, Inc.
 SIL-EX, black metal washer, Gross Machinery Co., Inc.
 SILICON, spun nylon press cover, Phoenix Supply Co.
 SILIC-O-NECTIC, time delay relays, Heinemann Electric Co.
 SILKANWOOL, silk and wool soap, North Coast Chemical & Soap Works
 SILK AND WOOL SOAP, coconut oil soap, Patek & Co.
 SILTEX, FLAKES, medium-titer soap, Allen B. Wrisley Co.
 SILVER KING, vacuum cleaners, floor machines and rug shampoo, Thompson & Sons, Inc.
 SILVER KOTE, lacquer, Pittsburgh Waterproof Co.
 SILVER LABEL, hatters equipment and supplies, National Hatters Supply Co.
 SILVER LEAF, net, Southern Mills, Inc.
 SILVERLINK, roller chains, sprockets, Link-Belt Co.
 SILVERSEAL, colored specialty tapes, Gummed Tape & Devices Co.
 SILVER-SEAL, extractor covers, R. Lally Co.
 SILVERSHINE, galvanized garment hangers, U. S. Metals Corp.
 SILVERSTREAK, silent chain drives, Link-Belt Co.
 SILVERSTREAK, assembly conveyors, call office conveyors, Silver Streak Conveyor Sales Co.
 SILVERTEEN, wire hangers, Academy Hanger Co., Inc.
 SILVER TEMP-HOLD, silicone rubber pads, Kever Starch Co., Kever Beach Div.
 SILVERTOP, air release valve, V. D. Anderson Co., Div. International Basic Economy Corp.
 SIMCO, static eliminators, Simco Co.
 SIMMONS, cuff and tag tacking machines, Chandler Machine Co.
 SIMMONS ELECTRO-MEND, mending and patching machines, Chandler Machine Co.
 SIMPLEX, flatwork ironers, Speed Queen, Div. McGraw-Edison Co.
 SIMPLEX, office machines, time recorders, Simplex Time Recorder Co.
 SIMPLEX, oil burners, Simplex Oil Heating Corp.
 SIMPLEX, package sealers, Better Packages, Inc.
 SIMPLEX, soap, H. Kohnstamm & Co., Inc.
 SINGER, sewing machines, accessories, Singer Sewing Machine Co.
 SIPON, wetcleaning detergent, American Alcolac Corp.
 SIRCO, tropical nut shells for fur cleaning, Bernard Sirota Co.
 SIRCO FUME, liquid fumigating gas, Bernard Sirota Co.
 SIROCCO, ventilating fans, American Blower Corp., Div. American-Standard
 6-T, benzene soap, Midland Color & Chemical Co.
 630, paste type drycleaning soaps for caustic or distillation clarification systems, Caled Products Co., Inc.
 SIZ-A-TIZE, concentrated dry sizing, Dixco Co., Inc.
 SIZE, water-soluble size finish, Davies-Young Soap Co.
 SIZE-ALL, liquid sizing, Keystone Aniline & Chemical Co., Inc.
 SIZE-RITE, dry sizing, Warco Laboratories, Inc.
 SIZEX, solvent soluble sizing, Stamford Chemical Co.
 SIZ-IN, hat sizing, Greenville Chemical Co.
 SKALO, boiler compound, Marvel Mfg. Co.
 SKELLYSOLVE-S, stoddard solvent, Skelly Oil Co.
 SKELLYSOLVE-T, 140 flash naphtha, Skelly Oil Co.
 SKINNER ELECTRIC VALVES, 2 way, 3 way and 4 way solenoid operated valves, stainless steel and brass construction, Skinner Electric Valve Div.
 SKIRT KLIPS, skirt clips, West Side Corp.
 SKORTEX, wetcleaning compound, Wyandotte Chemicals Corp., J. B. Ford Div.
 SKY-MASTER, floor/ceiling conveyors, Railex Corp.
 SKY ROCKET, extractors, Hammond Laundry-Cleaning Machinery Co.
 SKYTINT, liquid laundry blue, Kliegman Bros., Inc.
 SL-230, tumbler, laundry, rug & carpet, Hoyt Mfg. Co.
 SLACKS SAKS, trouser bags, Phoenix Products Co.
 "SLEEPING COLLAR" SHAPER, collar shaper, Prosperity Co., Div., Ward Industries Corp.
 SLEEVE-MASTER, single lay sleeve, Forsee Corp.
 SLEEVE-O-MATIC, cabinet sleeve press, Pantex Mfg. Co.
 SLICK-EZ WAX AND CLEANER plant maintenance, Davies-Young Soap Co.
 SLICK-MASTER, consecutive conveyors, Railex Corp.
 SLICK TRAILER, call office for laundry and drycleaning, Slick Trailer Stores
 SLICKER, wire brushes, American Presboard Co., Inc.
 SLIP EASY BRAND, motor oil, boiler and roofing materials, Riverside Chemical Co., Inc.
 SLIP-IN, collar protectors, Phoenix Products Co.
 SLIP-KNOT, belt dressing, Webb Belting & Supply Co.
 SLIP-NOT, special tanned leather belting, Milwaukee Leather Belting Co.
 SLIP-ON, hanger shields, Academy Paper Box Co.
 SLIP-ON, hanger shields, Larton Products Co., Inc.
 SLIP-ON, nylon sleeve press covers, F. H. Bonn Co.
 SLO-SPEED, electric power drive, Sterling Electric Motors, Inc.
 SMASH, break powder, Minnesota Chemical Co.
 SMITH-GRANTHAM, tumbler, and pushbutton washer, T. L. Smith Co.
 SMITH'S DRYGESTER, dry-side spotter, Smith Bros. Co.
 SMITH'S SUPER SPRAY SPOTTER (4-S), spray spotter, Smith Bros. Co.
 SMOOTHIE, fabric softener, detergents, bleach, bluing, starch, work clothes soap for coin operated machines, Abco-Clean Chemical Co.
 "SMOOTHIE" ODOR KILLER, to remove all bad obnoxious odors, Abco-Clean Chemical Co.
 "SMOOTHIE" VENDORS, holds packages for coin laundry, Abco-Clean Chemical Co.
 SMOOTH-O-MATIC, 8 column selector vending machines, coin operated, Abco-Clean Chemical Co.
 SMOOTH-TEX, press cloth, feed ribbons, Pittsburgh Waterproof Co.
 SNAG-PRUF, zippers and zipper repair kits, Steven, Michael Corp.
 SNA-PON, trouser guards, Tillery Container Corp.
 SNAP-SETS, business forms, Liberty Marking Tag Co., Inc.
 SNAP-TITE, cover-cloth clamp, J. W. Steele & Co.
 SNIFF-O-MISER, solvent vapor adsorber, Hoyt Mfg. Corp.
 SNO MUD CHIEF, truck tires, Mohawk Rubber Co.
 SNOWFINE CRYSTALS, alkali cleanser, Solvay Process Div., Allied Chemical Corp.
 SNOWFLAKE CRYSTALS, sodium sequestrate, Solvay Process Div., Allied Chemical Corp.
 SNUB-NOSE, delivery truck, Divco Truck Div., Divco-Wayne Corp.
 SOAPMASTER, soap dispenser, Steiner Co.
 SOAP-O-MATIC, soap dispenser, Hopkins Equipment Co.
 SOAPRITE, soap, Lewis National Corp.
 SOFT-T, textile softener paste, Marilyn Chemical Co., Inc.
 SOFT-COTE, water repellent, Wallerstein Co., Div. Baster Laboratories, Inc.
 SOFTEE, pressure and vacuum filters, Hammond Laundry-Cleaning Machinery Co.
 SOFTFLEX, plasticizing agent, Johnson Chemical Industries, Inc.
 SOFT-T SEPTIC, textile softener paste with germicidal agent for diaper service, Marilyn Chemical Co., Inc.
 SOFTEE, diapers, Sani-Top Co.
 SOFT'N, leather or fur skin softener, Zimmerman Products
 SO-GO, wetcleaning soap, A. L. Wilson Chemical Co.
 SOILSORB, adsorbent laundry detergent, Cowles Chemical Co.
 SOLID-SOLV, stain remover, Tower Chemical Sales
 SO-KLEEN, drycleaning penetrant, Merson Products Co., Inc.
 SO-KLEEN PENETRANT, drycleaning detergent, Merson Products Co., Inc.
 SO KLEEN SY, synthetic drycleaning soap, Merson Products Co., Inc.
 SOLID-C, all purpose, low sudsing nonionic detergent, Swift & Co., General Soap Dept.
 SOLARINSE, optical whitener, Carlton Chemical Co., Inc.
 SOLAR NEUTRAL, neutral alkyl aryl sulfonate for wet cleaning, Swift & Co., General Soap Dept.
 SOLAR NP, liquid ethylene oxide condensate, Swift & Co., General Soap Dept.
 SOLAR REGULAR, liquid amine condensate, Swift & Co., General Soap Dept.
 SOLARSUDS, detergent, Carlton Chemical Co., Inc.
 SOLAR 25, high sudsing liquid detergent, Swift & Co., General Soap Dept.
 SOL-BLUE, blue, Swift & Co.
 SOL BREAK, break powder, Lewis National Corp.
 SOLBUMEN, digester, Eaton Chemical & Dyestuff Co.
 SOL-ESCO, industrial laundry detergent, Cowles Chemical Co.
 SOLGON, paint remover, Lewis National Corp.
 SOLID-CURB, laundry, drycleaning extractors, American Laundry Machinery Co.
 SOLIDS-CONTACT, reactors, Cochran Corp.
 SOLIT-AYR, washers, tumblers, extractors, Ayr-Mor Machinery Co., Inc.
 SO-LITE, filter powder, Great Lakes Carbon Corp.
 SOLIVE, soaps, Lewis National Corp.
 SOLOX, proprietary denatured alcohol, general purpose solvent, U. S. Industrial Chemicals Co., Div. National Distillers & Chemical Corp.
 SOLOZONE, sodium peroxide, E. I. du Pont de Nemours & Co., Inc.
 SOL-SIL-ATE, alkali soap builder, Lewis National Corp.
 SOL-SIL-ATE, special alkali compounds, Speare Co.
 SOL-SOUR, sour, Lewis National Corp.
 SOL SUDS, soap, Lewis National Corp.
 SOL-TEMP, solvent temperature control unit, Benton Bros.
 SOLTEX, drycleaning detergent, Riverside Mfg. Co.
 SOLUBON, textile dyeing assistants, American Aniline Products, Inc.
 SOL-U-LUBE, neutral lubricant, Huntington Laboratories, Inc.
 SOL-U-NESE, dry and wet spotter, Huntington Laboratories, Inc.
 SOL-U-SOAP, drycleaning soap, Huntington Laboratories, Inc.
 SOLVAIR, solvent cooler, Samuel Jackson Mfg. Co.
 SOLVATROL, drycleaning unit, Shields Engineering & Manufacturing Co.
 SOLVENT MASTER, solvent cooler and pre-sealer, Tripp Mfg. Co.
 SOLVENT SAVER, solvent recovery unit, Vio Manufacturing Co.
 SOLVENT-SORBER, synthetic vapor recovery units, Washex Machinery Corp.
 SOLVEX, spotting agent, Spix Products Co.
 SOL-VIC, drycleaning unit for use with petroleum solvent, Vic Manufacturing Co.
 SOLVINK, ink, paint, rust blood stain remover, Greenville Chemical Co.
 SOLVINOL, spotting soap, Keystone Aniline & Chemical Co., Inc.
 SOLV-O-MARK, indelible marking pen, Mark-O Corp.
 SOLVO-MISER, solvent reclaiming, Hoyt Mfg. Corp.
 SOL-VO-RUST, sour, Thompson-Hayward Chemical Co.
 SOLVO-STAT, solvent cooler, Hoyt Mfg. Corp.
 SOLZYME, digestive agent, Lewis National Corp.
 SOME'S, uniforms, badges, embroidered emblems, Some's Terminal Uniforms
 S-1-S-2, 5% and 15% bleach, Reslabs, Inc., Div. Linco Products Corp.
 SOPE BRAKE, break compound, Patek & Co.
 SORBIT, wetting agent, Alrore Chemical Co.
 SORT AT THE FOLDER, shirt-bin units, Bishop Freeman Co.
 SOVLON, dacron ironer covers, Southern Mills, Inc.
 SOURFLO, laundry sour, Wyandotte Chemicals Corp., J. B. Ford Div.
 SOUR-TEC, sour, Wyandotte Chemicals Corp., J. B. Ford Div.

TRADE NAMES

SOUTHDOWN, diapers, George Wood, Sons & Co.
SOUTHEASTERN, laundry textiles, Southeastern Textile Co.
SOUTHERN COLONEL, sponge press pads, Southern Mills, Inc.
SOUTHLAND, cellophane bags, Southland Enterprises
SOVASOL 140, Petroleum safety solvent, Socony-Vacuum Oil Co., Inc.
SO-WHITE, antichlor whitener, Johnson Chemical Industries, Inc.
SOYDOL, soap concentrate, A. F. Wolke Co.
SPACE-MASTER, shirt and garment conveyors, Builders Corp.
SPACEMASTER, stacker, Lewis-Shepard Products, Inc.
SPACEMASTER, truck delivery bodies, Unisteel Body Co.
SPAN, emulsifier wetting agent, Atlas Powder Co.
SPARKETTE, detergent, Pennsalt Chemicals Corp.
SPARKLE, laundry detergent, Pennsalt Chemicals Corp.
SPARKLE, chlorophyll deodorant concentrate, American Mithproofing Co.
SPARKLEAN, drycleaning detergent, Cidex Corp.
SPARKOLOR, detergent emulsifier, Cidex Corp.
SPARATAN, nets, Egan Cotton Mills
SPARTAN, flat and block leather V belt, leather packings, Graton & Knight Co.
SPARTAN KT, nylon laundry net, Whitehouse Nylon Products
SPEARE'S, blues, Lewis National Corp.
SPECIAL EXTRACTOR, leather belt, Webb Belting & Supply Co.
SPECIAL FINISH, starch, A. E. Staley Mfg. Co.
SPECIAL IRONER OIL, cleans, polishes and lubricates flatwork ironers, College Chemical Co.
SPECIAL PER, hot synthetic drycleaning unit, Vic Manufacturing Co.
SPECIAL SOUR, laundry sour, high neutralizing, Keever Starch Co., Keever Beach Div.
SPECIALTY, garment bagging device, Specialty Devices Co.
SPEEDAC, dry bleach concentrate for mildew and heavy stains removal, Wyandotte Chemicals Corp., J. B. Ford Div.
SPEED-D-BAGGER, bagging device, Para-Lux Products Co.
SPEED CHECK, drycleaners identification and work flow system, Speed Check Co., Inc.
SPEEDEE, drying cabinets, Hammond Laundry-Cleaning Machinery Co.
SPEED-DEE, oil and grease remover, Adeco, Inc.
SPEEDDEX, extractor, Zephyr Laundry Machinery Co.
SPEED-FIBRE, day tags, Market Industries Co., Inc.
SPEED-FLOW, powered conveyor, Speed Check Co., Inc.
SPEED-GRIP, wire hook tags, Liberty Marking Tag Co., Inc.
SPEEDIE, automatic tape sealing machine, Time Savers, Inc.
SPEEDISETS, sales and record forms, Moore Business Forms, Inc.
SPEED KING, tumblers, Hammond Laundry-Cleaning Machinery Co.
SPEEDLIFT, trucks, Lewis-Shepard Products, Inc.
SPEEDLITE, synthetics, soaps, wash room products, Patek & Co.
SPEEDMASTER, rug scrubber, Certified Chemical & Equipment Co.
SPEEDMATIC, shirt-folding arms, shirt-folding tables, Bishop Freeman Co.
SPEEDMASTER, stackers and portable elevators, Lewis-Shepard Products, Inc.
SPEED-O-VEYORS, combination laundry and drycleaning call office conveyors, Speed Check Co., Inc.
SPEED PAK, shirt pack, John P. Lynch Co.
SPEEDPLUS, filter powder, Dialite Div., Great Lakes Carbon Corp.
SPEED QUEEN, coin operated washers, tumblers laundry, open end washers-extractors, drying tumblers, Speed-Queen, Div. McGraw-Edison Co.
SPEED-RAK, rack for garment bag dispensing unit, Kordite Co.
SPEED SET, variable numbering machines, American Numbering Machine Co.
SPEED-D-SHIRT PAK, shirt package, Para-Lux Products Co.
SPEEDS-IT, prespotter, G. & G. Chemical Co.
SPEED-SIZE, "in the wheel" dry fabric sizing for cleaners, Lustral Drycleaning Products, Div. Patek & Co.
SPEED TAGS, tags, invoices, Stry-Lenkoff Co.
SPEED-TROL, electric power drive, Sterling Electric Motors, Inc.
SPEED-UP, assembly hooks, Stry-Lenkoff Co.
SPEED-VAN, delivery trucks, Linn Coach & Truck Div., Great American Industries, Inc.
SPEEDVOICES, invoices, Stry-Lenkoff Co.
SPEEDWAY, all-purpose spray type spotter and stain remover, Speedway Chemical Co.
SPEEDWAY, washer, tumblers, starch cookers, truck tubs Industrial Laundry Machinery Co., Inc.
SPEEDY, washer-extractor, packaged quick-service laundry plants, Small Equipment Co., Div., American Laundry Machinery Co.
SPEEDY, washers, driers, water heaters, drycleaning machines, Speedy Washer Mfg. Co.
SPEEDYELECTRIC, steam generators, Fantex Mfg. Corp.
SPENCER, synthetic drycleaning equipment, J. R. Spencer Co.

SPHERO, iron ball valves, Fairbanks Co.
SPHINX, starch, Arabol Mfg. Co.
SPIRO, steam hot water heaters and nurseries, David Stout & Sons
SPIROLL, direct feed spreader, tape saver, bridge for folder, spring connector, heat seal patches and 2-way clutch attachment, Mazzolla Spiroll Sales Corp.
SPIX, prespotter, drycleaning and suede soap, hand cream, Spix Products Co.
SPORTFOLIOS, sport shirt protector, printed, Package Masters, Inc.
SPORTLIGHT, sport-shirt folding board, Key-Tag Checking System Co.
SPORT SHIRT, press unit, American Laundry Machinery Co.
SPORTS PAX, window envelope for packaging of sports shirts, Time Savers, Inc.
SPORTSTER, shirt folder, Time Savers, Inc.
SPOTLESS, paste drycleaning soap, National Cleaners Chemical Mfg. Co.
SPOTLESS CHLOROFORM, substitute for chloroform, Slater-Robbins Co., Inc.
SPOTLESS SIZE, synthetic sizing, Slater-Robbins Co., Inc.
SPOT-O-MATIC, automatic prespotting machine, Wichita Precision Tool Co., Inc.
SPOTOUT, spotting agent, Kennedy Products Co.
SPOTLIGHT, prespotter, Allen & Vickers, Inc.
SPOTS-GO, spotting agent, paint, oil and grease remover, A. L. Wilson Chemical Co.
SPOTTER M, wet spotter and neutral lubricant, Dux Co., Inc.
SPOTTERS FRIEND, wet spotter, Smith Bros. Co.
SPOTTING IODINE, iodine spotting agent, Warco Laboratories
SPOTTING PENCILS, pencils, Eaton Chemical & Dyestuff Co.
SPOTLIGHT, floor wax, Purex Corp., Ltd., Industrial Div.
SPOT-X, prespotter, Huntington Laboratories, Inc.
SPRA, miniature beads of wax, Victor Zoex Chemical Co.
SPRA-SPOT, paint, oil grease remover, Kleentest Laboratories
SPRAY DREST, liquid spray finish for suedes or smooth leathers, Caled Products Co., Inc.
SPRAY-MASTER, spray gun, Cleaners Specialties Supplies Co.
SPRAY MIX, coating refractory, Mexico Refractories Co., Inc.
SPRAY SPOTTER, for spray spotting, Caled Products Co., Inc.
SPRAY SPOTTER, concentrated spotter on wet side, Eaton Chemical & Dyestuff Co.
SPIRE, prespotter, spray spotter, Edelmuth Mfg. Chemists
SPUNN DIAMOND, 88% flakes, 92% powder, soaps, Lever Brothers Co.
SPUNYLOX, nylon net, Carson Textile Co., Inc.
SPURT, blood remover, Patek & Co.
SQUARE-HEAT, steel boiler, coal, oil, gas stoker, Kenmore Boiler Corp.
SQUAREWAY, curtain & blanket stretcher, Hopkins Equipment Co.
SQUEEZE, water spray gun, Stebbins Mfg. & Supply Co.
SQUIRES, reducing and registering valves, C. E. Squires Co.
S-R, spotting agents, Caled Products Co., Inc.
SR-3, soil retardant, J-G Chemists
SS COMPOUND, washing compounds, Lewis National Corp.
SS-2 DN, sodium vinyl-silicate glass fiber sizing, Cowles Chemical Co.
STABILON, textile dyeing assistants, American Aniline Products, Inc.
STACK-EM, hanging rack, Time Savers, Inc.
STACKRITE, flatwork stacker, American Laundry Machinery Co.
STA-DAMP, plastic basket liners, Zuckerberg Co.
STADLUBE, starch lubricant, Stadham Co., Inc.
STAD-SPUN, spun treated nylon cloth, Stadham Co., Inc.
STAD-TAPE, flatwork ironer tape, Stadham Co., Inc.
STAD-TEX, treated nylon cloth, Stadham Co., Inc.
STADWAX, ironer oil, powdered wax, paste, Stadham Co., Inc.
STA-FLO, liquid starch, A. E. Staley Mfg. Co.
STAG BRAND, press covers, aprons, bags, feed ribbons, Pittsburgh Waterproof Co.
STAGG, spotting aids, G. & G. Chemical Co.
STAIZ #2, collar supports, Time Savers, Inc.
STAIN-A-WAY, oxidized-stain remover, Warco Laboratories, Inc.
STAINEX, laundry sour, Keever Starch Co., Keever Beach Div.
STAINEX SOUR, laundry sour, Minnesota Chemical Co.
STAIN-O-GO, spot remover, Dello Products Co.
STAIZ, collar supports, Time Savers, Inc.
STALEY'S 132, linen starch, A. E. Staley Mfg. Co.
STAMFORD MOTH PROOFER, mothproofing, Stamford Chemical Co.
STANCO-A, linen and industrial sour, Keever Starch Co., Keever Beach Div.
STANDARD, asbestos press covering, F. H. Bonn Co.
STANDARD, change makers, Standard Change-Makers, Inc.
STANDARD, drycleaning washers and wood laundry washers, H. C. Keel Co.
STANDARD, laundry, drycleaning machinery, Standard Laundry & Cleaning Machinery Co.

STANDARD, pin carrier and net pins, Keyes-Davis Co.
STANDARD, press pads, Resillo Press Pad Co.
STANDARD MOTORS, electric power drive, Sterling Electric Motors, Inc.
STANDARD ONE-COAT, insulation cement, The Standard Products Co., Inc.
STANDATROL, air-operated relay, Bailey Meter Co.
STAND-EZE, floor mat, Colonial Rubber Co.
STAND-UP STAIZ #2, collar support, Time Savers, Inc.
STA-NEAT, garment hanger cover, Sta-Neat Corp.
STAN-O-MATIC, petroleum and synthetic drycleaning units, petroleum washer-extractor combination, Standard Laundry & Cleaning Machinery Co.
STANORUST, rust preventative, Standard Oil Co.
STANOX, hot-water built soap, John T. Stanley Co., Inc.
STANSO, powdered hand soap, Concord Chemical Co., Inc.
STANSO LO TEMP, laundry soap, 33-35 titer powered or chip, Concord Chemical Co., Inc.
STANSO TEX OIL, sulfonated oils, turkey red oil, Standard Soap Co., Div. Concord Chemical Co., Inc.
STANTEK, nylon press cloth-heat treated, John T. Stanley Co., Inc.
STA-NU PROCESS, fabric-renewing compound introduced through steam line, Sta-Nu Corp.
STAPEX, starch, A. E. Staley Mfg. Co.
STAPL-TITE, marking tags, Liberty Marking Tag Co., Inc.
STARCHEX, starch lubricant, Lewis National Corp.
STAR-BRITE, fluorescent laundry sour, Kenco Chemical Co., Inc.
STAR DOWN, diapers, George Wood, Sons & Co.
STARFLITE, shirt finishing unit, Unipress Co., Inc.
STARR-BRITE, wetcleaning soap, Starr Chemical Co., Inc.
STARR 180, CS; XHC, drycleaning detergents, Starr Chemical Co., Inc.
STARR 451B, spot remover, Starr Chemical Co., Inc.
STARTEX, break detergent, H. Kohnstamm & Co., Inc.
STATIK, static control, drycleaning, R. R. Street & Co., Inc.
STATIKIL, anti-static solution, Statikil, Inc.
STA-VENT CLAMPS, accessory to steam-air finishers, Wichita Precision Tool Co., Inc.
STAY-FRESH, finishing process, Stay-Fresh Corp.
STAY-ON, identification system, National Marking Machine Co.
STE-PUT, adhesive collar stays, Story Mfg. Co.
STAZUP, collar supports, Alfred J. Brooks
STEAM-AIRE, garment finishers, Pantex Mfg. Corp.
STEAMMAIRE, unit heater, Young Radiator Co.
STEAMMASTER, boilers, return systems, Steamaster Automatic Boiler Co.
STEAMBOILERPLANT, boilers, Eclipse Fuel Engineering Co.
STEAM-FLEX, flexible metal hose, Flexonics Corp., subs. Calumet & Hecla, Inc.
STEAM FLOW, pads, Resillo Press Pad Co.
STEAMIN STEVE, portable electric steam generator, Electric Steam Boiler Sales, Div. Wolf Co.
STEAM LON, teflon steam iron hose, Bishop, Freeman Co.
STEAM-MIZER, storage water heater and condensate utilizer, Patterson-Kelley Co., Inc.
STEAM-O-MATIC, shirt press, New York Pressing Machinery Corp.
STEAM-PAK, packaged steam generators, York-Shipley, Inc.
STEBBINS, flatwork ironer, Stebbins Mfg. & Supply Co.
STED, low foaming detergent, Cowles Chemical Co.
STEELCOTE, paint varnishes, waterproofing, Steelcote Mfg. Co.
STEELE BIN, shirt carrier, J. W. Steele & Co.
STEELE GLIDER IRON, electric iron, J. W. Steele & Co.
STEELELOX, self-locking shirt band, J. W. Steele & Co.
STEEM, neutral lubricant for steam spotting, Caled Products Co., Inc.
STEEM-ATIC, vertical water tube boiler, Kisco Boiler & Engineering Co.
STEEM-MIST SOLVO-MISER, new reclaimer, Hoyt Mfg. Corp.
STEIN, add-a-section finishers' tables, Lawrence M. Stein Co.
STEIN, cuff tacker, Stein Specialty Co.
STEINER, paper towels, soap dispensers, toilet soap, Steiner Sales Co.
STELLAR, filter, Infilco, Inc.
STEMALLOY, patented silicon bronze alloy, Lunkenheimer Co.
STERICLEAN, moth repellent sour, Johnson Chemicals Industries, Inc.
STERILLOW, labels for pillows, R. Lally Co.
STERILCO, pumps, traps, controls, regulators, Sterling, Inc.
STERLING, solvent conditioner, Sterling Air Conditioning Corp.
STERLING, steam traps, Sterling Engineering & Mfg. Corp.
STERLING, salt, salt tablets, dispensers, International Salt Co.
STEVEDORE, JR., conveyor, Rapids-Standard Co., Inc.

- STEVENSON, automatic counting machine, Stevenson Co.
- STEWART-WARNER, instruments, Stewart-Warner Corp., Alemtic Corp.
- STIK-TITE, belt cement, Milwaukee Leather Belting Co.
- STILLSON-GENUINE, wrench, Walworth Co.
- STILL-TEMP, still temperature control, Aquatrol, Inc. (Specialties Div.)
- STOCK FORMS, snap out type invoices, Wilco Sales Co.
- STOD-SOL, drycleaning solvent, Anderson-Prichard Oil Corp.
- STONE, package boiler, built-in return system, Stone Boiler Equipment Corp.
- STORAGEMASTER, vault-conditioning equipment, Walter Haertel Co.
- STORAGER, box storage, Guardian Better-Pak Corp.
- STOR-U-VEYOR, automatic call-office conveyor, garments, White Machine Co., Inc.
- STOVER, water softeners, pressure filters, Stover Water Softener Co.
- STOWE STOKERS, industrial stokers, Johnson & Jennings Co.
- STRATE, special drycleaning detergent, Spix Products Co.
- STRATO CLIP, shirt and dress clip, Old Hickory Mfg. Co.
- STREAMLINE, laundry flatwork ironer, American Laundry Machinery Co.
- STREAMLINED LABELORS, moistening machine, Better Packages, Inc.
- STREAMLINER, continuous cloth towel cabinet, Steiner Co.
- STREEPENE, stripper, R. R. Street & Co., Inc.
- STREET, automatic conductivity control unit, R. R. Street & Co., Inc.
- STREETEX, spray spotter, R. R. Street & Co., Inc.
- STRESSITE, solid bronze machine parts, Amplex Div., Chrysler Corp.
- STRETCH-ALL, garment stretchers, tie forms, sleeve finishing boards, sleeve forms, Jack Hodges Specialty Co.
- STRIDE, paint, oil and grease remover, Lustrol Drycleaning Products, Div. Patek & Co.
- STRIKE'S, hydraulic extractor, Strike's Laundry Machinery
- STRIPALENE-O, stripper, Keystone Aniline & Chemical Co., Inc.
- STRIP-D-LUX, stripping agent, Warco Laboratories, Inc.
- STRIPEX, strippers, Package Chemical Co., Inc.
- STRIP INK, ink remover, Slater-Robbins Co., Inc.
- STRIPMASTER, wire strippers, Ideal Industries, Inc.
- STRIP-O-LECTIC, automatic pre-marked tag machine, Textile Marking Machine Co., Inc.
- STRIPP, powdered stripper and bleach, G & G Chemical Co.
- STRIPPABLE COATING, solvent and emulsion types, The Peters Co., Div. Toledo Paint & Chemical Co.
- STRIPPET, strippers, Package Chemical Co., Inc.
- STRIPPIT, stain remover, stripper, Kliegman Bros., Inc.
- STRIPPOLYTE, dye remover, Slater-Robbins Co., Inc.
- STRIP-STICK, stripper, National Cleaners Chemical Mfg. Co.
- STRIPTEX, powdered stripper, Hood Chemical Co., Inc. Crescent Div.
- STRIP-X, liquid reducing bleach, Dixco Co., Inc.
- STROMBERG, time clocks, Stromberg Time Corp.
- STRONG, steam specialties, steam traps, strainers, separators, pressure reducing valves, continuous blow down valves, Strong, Carlisle & Hammond Div.
- STRONG BOY, nylon laundry net, Carson Textile Co.
- STRONGTEX, aprons, clipper laced, pads and padding press and ironers, press covers and pads, Laundry Textile Co.
- STRONG-WAL, filofilm and paper combination bags, Comet Envelope & Paper Co., Inc.
- STURDI-BILT, metal laundry washer, Jensen Mfg. Co.
- STYLOGRAMS, simulated paper handkerchief printed with sales message, Nashua Corp., Surehold Div.
- SUBMERSON, gas/oil boilers, gas/oil burners, gas/oil water heaters, David Stout & Sons
- SUDS, paste drycleaning soap, Adeco, Inc.
- SUDSO, soap builder, Washine Chemical Corp.
- SUDSRITE, high-titer built soap, New South Mfg. Co., Inc.
- SUDSYN, sudsy synthetic solvent, E. F. Drew & Co., Inc.
- SUEDECARE, leather cleaning process, Suedecare, Inc.
- SUEDE KING, leather and suede cleaning method, Suede King
- SUIAP, accounts receivable system, Remington Rantec, Inc.
- SUITANDRESS, hangers, Cleaners Hanger Co.
- SULFACO, soapless wetcleaner, R. R. Street & Co., Inc.
- SULFONITE, reducing agent, E. I. du Pont de Nemours & Co.
- SULFOSUDS, soapless soap, Merson Products Co.
- SULFSTAD, synthetic detergent, Stadham Co., Inc.
- SULPHOGEN, spotting compound, Riverside Mfg. Co.
- SULPHOTEX, detergent, soaps, Keystone Aniline & Chemical Co., Inc.
- SULVA, soapless wet cleaner, G & G Chemical Co.
- SUN, paste filter soap, Adco, Inc.
- SUNBEAM, automatic clothes-lifting basket liner, Cleaners Specialties Supplies Co.
- SUNBEAM, blue, Speare Co.
- SUN-DAY, powder bleach for shirt washing, Anscott Dry Cleaning Products, Inc.
- SUNFRESHENER, violet violet ozone unit for tumbler-dryer, Unimac Co.
- SUNNY DALE, cotton, dacron, nylon, linen sewing threads, Conway Thread Co.
- SUNNY HUE, terry cloth bath mats, American Mat Corp.
- SUN-PROOF, paint, Pittsburgh Plate Glass Co., Paint Div.
- SUNSET, bleuing and color remover, stripper, North American Dye Corp.
- SUNSET COLORAMA, fabric powder dye, North American Dye Corp.
- SUNSET DYTINT, dye for use in washing machines, North American Dye Corp.
- SUNSET DYTWHITE, bleuing with whitener for use in washing machines, North American Dye Corp.
- SUPER, envelope moisteners, Better Packages, Inc.
- SUPER, laundry machinery, Super Laundry Machinery Co., Div. St. Joe Machines, Inc.
- SUPER, shirt sorting bin on casters, Time Savers, Inc.
- SUPER ALKALI 60, alkali compound, Solvay Process Div., Allied Chemical Corp.
- SUPER AVACON, charge drycleaning soap, Allen & Vickers, Inc.
- SUPERBELT, leather belting, Philadelphia Belting Co.
- SUPERBILD, soap builder, Solvay Process Div., Allied Chemical Corp.
- SUPER-BLEACH, soluble organic bleach, Johnson Chemical Industries, Inc.
- SUPER CHIEF, truck tires, tire repair material, Mohawk Rubber Co.
- SUPERCHLOR, bleach, Patterson Laboratories, Inc.
- SUPERCLEAN, synthetic detergent, Cowles Chemical Co.
- SUPER-CLEAR, rust-removing sour, Johnson Chemical Industries, Inc.
- SUPER DESOIL, one-shot linen supply detergent, Cowles Chemical Co.
- SUPER DETERGENT, detergent-type drycleaning soap, National Cleaners Chemical Mfg. Co.
- SUPER DRY-O-MATIC, signal and alarm control for tumblers, Rosenthal Mfg. Co.
- SUPER-ELCONITE, high-capacity greensand zeolite, Elgin Softener Corp.
- SUPER EXSIZE-T, desizing agent for removal of starch-base sizes, Fabst Brewing Co., Industrial Products Div.
- SUPER-FAST SOLVO-MISER, solvent recovery unit, Hoyt Mfg. Corp.
- SUPERFINE, laundry starch, Washine Chemical Corp.
- SUPER FURNAS-CRETE, castable refractory, Mexico Refractories Co.
- SUPERGAUGE, gauges, U. S. Gauge Div., American Machine & Metals, Inc.
- SUPERGEM, fittings for Teflon hose, Aeroquip Corp.
- SUPERGLO, drycleaning charge soap, Dello Products Co.
- SUPER-HILO, powder, built soda soap, Armour & Co., Industrial Soap Dept.
- SUPER HILOSET, temperature bonding mortar, Mexico Refractories Co.
- SUPER ILLUMINATORS, incandescent lighting equipment, Edwin F. Guth Co.
- SUPERIOR, floor machine line, Certified Chemical & Equipment Co.
- SUPERIOR, marking machines, Textile Machinery Co., Inc.
- SUPERIOR, nylon knitted laundry nets, Fablok Mills, Inc.
- SUPERIOR, press pads, Superior Pad Co.
- SUPERIOR, regulator, thermostat, trycock, water gauge valve, steam valve, Superior Controls Co., Inc.
- SUPERIOR, rug cleaning machinery and accessories, Superior Rug Machinery Co.
- SUPERIOR, boilers and return systems, Superior Boiler Works
- SUPERIOR, steam generators, Superior Combustion Industries, Inc.
- SUPERIOR CRUSH PROOF, assorting hooks, V & W Equipment Co.
- SUPERIOR LINT TRAP, lint traps, V & W Equipment Co.
- SUPERIOR SCOTCH MARINE BOILERS, boilers, Superior Boiler Works
- SUPER IRONER, chest type ironers, Super Laundry Machinery Co.
- SUPER-JET, built soap, and nonionic synthetic, Armour & Co., Industrial Soap Dept.
- SUPER-KARB, activated carbon for solvent clarification, Fennsalt Chemicals Corp.
- SUPERKLEEN, laundry alkali, Washine Chemical Corp.
- SUPER-MATIC, boilers, Eclipse Fuel Engineering Co. Eclipse Boiler Div.
- SUPERMATIC, doors, overhead and electric, National Pneumatic Co., Inc.
- SUPER-MIRZA, automatic rug cleansing machine, American Laundry Machinery Co.
- SUPER MONO-FIBRIK, plastic firebrick, Mexico Refractories Co.
- SUPER MULTIFLEX, calcium carbonate, Diamond Alkali Co.
- SUPER OILITE, ferrous-base lubricating bearings, Amplex Div., Chrysler Corp.
- SUPER ORTH, anhydrous orthosilicate, Washine Chemical Corp.
- SUPERPACKING, leather packings, Philadelphia Belting Co.
- SUPER-PLASTIC, refractory materials, A. P. Green Fire Brick Co.
- SUPER PURGO, soap builder, Minnesota Chemical Co.
- SUPER 7C, drycleaning unit, Prosperity Co., Div., Ward Industries Corp.
- SUPER SHEEN, alkali cleanser, Solvay Process Div., Allied Chemical Co.
- SUPER-SILICATE, detergent and soap builder, Diamond Alkali Co.
- SUPER SILVERTOP, steam traps, air release valves, float and thermostatic traps, pipe line strainers, V. D. Anderson Co., Div., International Basic Economy Corp.
- SUPER-SOL, prespotter, National Cleaners Chemical Mfg. Co.
- SUPER-SOLTEX, drycleaning detergent, Riverside Mfg. Co.
- SUPER-SOLV, upholstery drycleaner, Coastal Chemical Corp.
- SUPERSOUR, highly soluble laundry sour, Speedlite Chemicals Co., Div. Patek & Co.
- SUPER-SPEED, drycleaning tumbler, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
- SUPER-SPEED RAILS, prefabricated speed rails, Automatic Specialties, Inc.
- SUPER SPOTTER, all-purpose spotter, Lustrol Drycleaning Products, Div. Patek & Co.
- SUPERSPRAY, water spray gun, Bishop Freeman
- SUPER STEEL, pins, safety pins, William Prym, Inc.
- SUPER STOD-SOL, cleaners' naphtha, Anderson-Prichard Oil Corp.
- SUPER-SYLOX, laundry flatwork ironer, American Laundry Machinery Co.
- SUPER-TEX, detergent, Nu-Pro Mfg. Co.
- SUPER TURBINE, turbine pumps, Decatur Pump Co.
- SUPER-VAC, rug vacuuming machine, American Laundry Machinery Co.
- SUPER-WEAR, press covers, Gustin-Kramer Co.
- SUPER X, break powder, Speare Co.
- SUPER-ZARMO, air-driven laundry presses, American Laundry Machinery Co.
- SUPER-ZARMOETTE, air-driven laundry presses, American Laundry Machinery Co.
- SUPER-ZORIC, drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
- SUPREME, laundry starch, Clinton Foods, Inc.
- SUPREME, water softeners and filters, Bruner Corp.
- SUPREME, neoprene belting, Victor Balata & Textile Belting Co.
- SUR-DRIVE KIT, feed ribbon kit, Zeidler Mfg. Co., Inc.
- SURE-LUO, ironer wax, Johnson Chemical Industries, Inc.
- SURE-GRIP, roll covers, F. W. L. R. Lally Co.
- SURE-HOLD, paper specialties, wrappers, shirt hands, Nashua Corp.
- SURELOC, aluminum collar and cuff fasteners, Sureloc Paper Clip Co.
- SURE-RETURN, condensation pumps, Chicago Pump Co.
- SURE-RINSE, rinsing aid, Johnson Chemical Industries, Inc.
- SURFICO SHIELD, silicone type colorless water repellent, Surface Protection Corp.
- SUSPENSOIL, laundry detergent and soap builder, Diamond Alkali Co.
- SUSSMAN, steam iron, Automatic Steam Products Co.
- SUZIE-O, garment finisher and fabric conditioner, Excelsior Machinery Co.
- SWAGELOK, reducer fitting for tubing, Crawford Fitting Co.
- SWAN, valves, Klippel Mfg. Co.
- SWANEE, cover duck, Minnesota Chemical Co.
- SWEDA, registers, cash and control, Sweda Cash Register, Inc.
- SWEETHEART, franchised home linen rental service, advertising materials, Linen Suppliers Advertising Corp.
- SWIFT, soaps, Swift & Co., General Soap Dept.
- SWIFT'S COLD WATER SOAP, built cold water soap, Swift & Co., General Soap Dept.
- SWINGLINE, stapling devices, Swingline, Inc.
- SWIVELoader, box or car loaders, Stephens-Adamson Mfg. Co.
- SWIV-O-HOOK, hangers, Garment Hanger Co.
- SYLOX, chest-type flatwork ironer, American Laundry Machinery Co.
- SYLVANIA, cellophane, Sylvania Div., American Viscose Corp.
- SYNCLAIR, solvent recovery economizers, J. P. Spencer Corp.
- SYNCHRO-METER, electric telemeter, Bailey Meter Co.
- SYNCHRO-VALVE, diaphragm control valve, Bristol Co.
- SYNCLOR, single-bath synthetic solvent drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
- SYNDEET, insecticide, U. S. Rubber Co.
- SYNDET, synthetic detergent, West Side Corp.
- SYNFLEX, outside and interior enamel, Midland Paint & Varnish Co.
- SYN-KLEEN, synthetic detergent, G. S. Robins & Co.
- SYNSO, synthetic drycleaning soap, Nu-Pro Mfg. Co.

TRADE NAMES

SYNOTEX, detergent emulsifier, Dico Co., Inc.
 SYN-SUDS, soap, H. Kohnstamm & Co., Inc.
 SYN-SUDS, synthetic detergent, G. S. Robins & Co.
 SYN-SUDS, synthetic soap powder, Trico Chemical Div., Tri-State Equipment Co.
 SYNTER-R, rug shampoo conc. for mfg. purposes, Tupper Chemical Sales
 SYNTHE-CLEAN, rug shampoo, Multi-Clean Products, Inc.
 SYNTHIEL, liquid filter soap, National Cleaners Chemical Mfg. Co.
 SYNTHESOL-100, drycleaning soap for synthetic solvent, Patek & Co.
 SYNTHITE, zeolite, Hungerford & Terry, Inc.
 SYNTHO, soap for chlorinated solvents, National Cleaners Chemical Mfg. Co.
 SYNTHO-SAVER, solvent recovery unit, Detrex Chemical Industries, Inc.
 SYNTHOSOL, neutral lubricant (spotter), Allen & Vickers, Inc.
 SYNTHO SUDS, synthetic soap chips, West Side Corp.
 SYNTOMAT, combination washer extractor-synthetic solvent, Washex Machinery Corp.
 SY PENETRANT, drycleaning detergent, Merson Products Co., Inc.

T

TDL, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
 T & L COMPOUND, stain-removing laundry break, Speedlite Chemicals Co., Div. Patek & Co.
 T.S.B. SET, composite 3 bottle set for removal of tannin, Warco Laboratories, Inc.
 TABASCO, water heaters, Kewanee Boiler Corp.
 TACO, heaters, condensers, hot-water systems, Taco Heaters, Inc.
 TAD, insecticides, deodorants, Tad Chemical Co., Div. Acme Industrial Compounds Corp.
 TAD, tags, Boston Clip & Tag Co.
 TAG-A-DAY, laundry marking tags and pins, Boston Clip & Tag Co.
 TAGGER, sewing machine for tagging, Chandler Machine Co.
 TAG-O-LETRIC, automatic marking machines, identification systems, Textile Marking Machine Co., Inc.
 TAG-O-MATIC, tag marking and marking machine, Textile Marking Machine Co., Inc.
 TAGVOICES, carbon interleaved invoices and tags, Stry-Lenkoff Co.
 TAGZON, tag attaching machine, National Marking Machine Co.
 TAHARA, silver burnishing machine, American Laundry Machinery Co.
 TAHOE, laundry blue, Patek & Co.
 TAILOR-MADE, pre-fabricated speed rails, Speed Check Co., Inc.
 TAKALAB TLM, concentrated enzymic digestant, R. R. Street & Co., Inc.
 TA-KARA-HUKS, drycleaning specialty for cleaning drapes, with hooks, attached, Take-Care Mfg. Laboratories, Inc.
 TAKIMERSE, desizing agent, R. R. Street & Co., Inc.
 TALB M-P, mildew-preventative, Talb Industries, Inc.
 TALB X-01 and 75-08, detergent for industrial laundry washing, Talb Industries, Inc.
 TALB X-T-N, detergent, Talb Industries, Inc.
 TALLY, hand counter, Denominator Co., Inc.
 TAN-AN-INK, ink remover, Package Chemical Co., Inc.
 TANSOL, tannin acid stain remover, Greenville Chemical Co.
 TAN-X, semi-wet stain remover, National Cleaners Chemical Mfg. Co.
 TAPE-O-MATIC, tape dispenser, power, Better Packages, Inc.
 TAPE SHOOTER, gummed tape package sealers, Better Packages, Inc.
 TARBONIS, protective skin cream, Tarbonis Co.
 TAR-GO, dry or wet spotter, A. L. Wilson Chemical Co.
 TASCO, alkali (soap builder), Lewis National Corp.
 TASCO TINT, blue, Lewis National Corp.
 TASKMASTER, truck delivery bodies, Unisteel Body Co.
 TAUBMAN, marking pen for laundries and drycleaners, Samuel Taubman & Co., Inc.
 TAYLOR, stokers, American Engineering Co.
 TECHNICLEAN, drycleaning detergent, Fry Bros. Co.
 TEJAX, valve indicator, indicating handwheels, Tejax Engineering Corp.
 TEKOL, liquid detergent, Wyandotte Chemicals Corp., J. B. Ford Div.
 TELE-VUE, cellophane shirt and garment bags, Tele-Vue Packaging Products, Inc.
 TELL BOARD, bulletin board, Mine Safety Appliances Co.
 TELLEVE, bin level control switches, Stephens-Adamson Mfg. Co.
 TEL-U-VISION, transparent garment bags, Mehl Mfg. Co.
 TEMCON, laundry flatwork ironer, American Laundry Machinery Co.

TEMPLETON, steam traps, Sterling Engineering & Mfg. Corp.
 TEN-MINIT, bleach, Warco Laboratories, Inc.
 10 & 20, shirt bins, Time Savers, Inc.
 TEN STRIKE, match book, Universal Match Corp.
 TERCESSOL, paint and grease remover, Slater-Robins Co., Inc.
 TERGIT, spotting compound, Riverside Mfg. Co.
 TERGITOL SURFACTANTS, surfactants, Union Carbide Chemicals Co., Div. Union Carbide Corp.
 TERI, strong soap, Huntington Laboratories, Inc.
 TER-TEX, drycleaning concentrate, Spix Products Co.
 TETRA-NOVAL, wetcleaning soap, Keystone Aniline & Chemical Co., Inc.
 TETRAPOL, spot washing, tar removal, General Dvestuff Corp.
 TETRA-SAN, liquid detergent, Huntington Laboratories, Inc.
 TEX-ALL, rug cleaner, Certified Chemical & Equipment Co.
 TEXAS STOD-SOL, drycleaning naphtha, Anderson-Prichard Oil Corp.
 TEX-FLUFF WITH BAC-STAT 200, bactericidal fabric softener, Johnson Chemical Industries, Inc.
 TEXGLO, moisture activator, Merson Products Co., Inc.
 TEX-IT, upholstery cleaner, Certified Chemical & Equipment Co.
 TEXIZE, sizing preparation, Package Chemical Co., Inc.
 TEXO, laundry soap, E. F. Drew & Co., Inc.
 TEXOLITE, all purpose spotter, Coastal Chemical Corp.
 TEXSCOUR, low-titer neutral red-oil soap flakes, Armour & Co., Industrial Soap Div.
 TEXSOL, drycleaning detergent, Riverside Mfg. Co.
 TEXTAG, drycleaners identification system, Speed Check Co., Inc.
 TEXTOL, glass thread, Fleischer Mills, Inc.
 TEXTURE-SAN, sizing compound, Huntington Laboratories, Inc.
 THANTITE, insecticide concentrate, Hercules Powder Co., Huron Milling Div.
 THERMALITE, 1000° F. high heat aluminum paint, Tropical Paint & Oil Co.
 THERMATIC, laundry drying tumbler, American Laundry Machinery Co.
 THERMOCON, solvent temperature control, Mar-Mak Machinery Mfg. Co.
 THERMO-DYNAMIC, steam trap, strainer pipeline, Sarco Co., Inc.
 THERMO-FAX, dry copy duplicating machines and papers, Minnesota Mining & Mfg. Co.
 THERMO-HUMIDIGRAPH, combination temperature and humidity recorder, Bristol Co.
 THERMOPATCH, heat sealing mending materials, Thermopatch Corp.
 THERM-O-PLATE, permanent property mark, Textile Marking Machine Co., Inc.
 THERM-O-RITE, code-indexing permanent-mark, Textile Marking Machine Co., Inc.
 THERMO-SEAL, identification machine, Textile Marking Machine Co., Inc.
 THERMO-SET, thermo-setting ink setter, National Marking Machine Co.
 THERMOTEX, press covers, H. Kohnstamm & Co., Inc.
 THERMOTEX "S", heat-resistant cover cloth, H. Kohnstamm & Co., Inc.
 THERMOTROL, radiator control, Sterling, Inc.
 THERMO-VENTO, drying tumbler, American Laundry Machinery Co.
 T-32, guntacker, Arrow Fastener Co.
 THOMAS, aluminum display holders, Mulholland-Harper Co.
 THOR, intermediate quality, stiff mud firebrick, Mexico Refractories Co.
 THOR, nylon laundry net, Whitehouse Nylon Products
 THORAL, rug shampoo, Turco Products, Inc.
 THREAD-TITE, anti-seize compound (stick form), pipe thread lubricant, Armita Laboratories
 3-B DYNAMITE, soap, Rome Soap Mfg. Co.
 3-DIMENSIONAL, press machine covers, F. H. Bonn Co.
 3-STAR, leather and waterproof leather belting, Charlotte Leather Belting Co.
 33, bentonite product, Wyandotte Chemicals Corp., J. B. Ford Div.
 3025C, nylon cover cloths, Whitehouse Nylon Products
 300, extractors, Western Laundry Machinery Co.
 328, ironer oil, John P. Lynch Co.
 3800 SERIES, payroll and job time recorder, Lathem Time Recorder Co.
 THRIFFEX, drycleaning soap, detergent and emulsifier, Pennsalt Chemicals Corp.
 THRIFFIES, collar supports, M. H. Gronauer Co.
 THRIFF-TIES, combiner clip, Old Hickory Mfg. Co.
 THUR-O, rug cleaning compound, Diamond Chemical Co.
 THUR-O-COLOR, cold water rug dyes, Diamond Chemical Co.
 THY-MO-TROL, electronic motor control, General Electric Co.
 TI-BAG, cover for Ti-Rak, Para-Lux Products Co.
 TIBRODE, cotton flannel padding and nets, Tingue, Brown & Co.
 TICKETAG, drycleaning identification system, TicketTag Corp.
 TICOSTEAM, packaged steam generator, Titusville Iron Works Co., Div. Struther Wells Corp.
 TICOTHERM, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.

TIDE, detergent for new coin-vended automatic dispensers, Proctor & Gamble Distributing Co.
 TIE-PAK, tie racks and bags, Phoenix Products Co.
 TIGER, grease cups, Lunkenheimer Co.
 TIGER, paste-type detergent, Adco, Inc.
 TILTROT, shirt finishing equipment, American Laundry Machinery Co.
 TILT-OUT, 60 x 96 washer, Saper Laundry Machinery Co.
 TILT-RIGHT, container stand for 5 gallon bottles and drums, Paul O. Young Co.
 TIME-O-MATIC, air presses, New York Pressing Machinery Corp.
 TIME-O-MATIC, timers for extractors, Rosenthal Mfg. Co.
 TIME SAVERS, garment racks, trouser guards, shirt envelopes, Time Savers, Inc.
 TIMKEN, roller bearings, tubings, Timken Roller Bearing Co.
 TINDECK, double-face padding and nets, Tingue, Brown & Co.
 TINGUNIT, nylon nets, Tingue, Brown & Co.
 TINTEX, dye and dye remover, Park & Tilford
 TI-RAK, necktie hanger, Para-Lux Products Co.
 TISSUE-MASTER, toilet tissue dispenser, Steiner Co.
 TITAN, nylon laundry net, Whitehouse Nylon Products
 TITANIC, stripper, Spix Products Co.
 TITANIUM X, color stripper, Eaton Chemical & Dyestuff Co.
 TOKEN-TAGS, instruction tags, Pre-Marked Strip Tag Co.
 TOLEDO, scales, Toledo Scale Co.
 TOLEDO, industrial finishes, Peters Co., Div. Toledo Paint & Chemical Co.
 TOMAHAWK, bronze wool press cleaner for cabinet sleeves, Keever Starch Co., Keever Beach Div.
 TONRAC, refrigerating machines, American Blower Corp., Div. American-Standard
 TOPAZ, high-titer built soap chips, Armour & Co., Industrial Soap Dept.
 TOPMASTER, dual pants topper, Excelsior Enterprises, Inc.
 TOPPER-MATIC, steam air trouser topper finishing machine, P. & H. Industries, Inc.
 TOPS, drycleaning detergent, Nu-Pro Mfg. Co.
 TOPS-ALL, prespotter, Warco Laboratories, Inc.
 TOPSLIP, press covers, Toplex Corp.
 TOPSPUN, press covers, Toplex Corp.
 TOPTAPE, flat work ironer tape, Toplex Corp.
 TOPTEX, industrial textiles, Toplex Corp.
 TORK, time switches, Tork Clock Co., Inc.
 TORNADO, blowers, industrial vacuum cleaners, floor machines, Breuer Electric Mfg. Co.
 TORRIDOR, blower unit heater, Trane Co.
 TOUCH, volatile dry spotter, G & G Chemical Co.
 TOUCH UP, spotting aid, John P. Lynch Co.
 TOUCH DUCK, dacron cover duck, Callaway Mills, Inc.
 TOWER-TEX, rug cleaning detergent powder, Tower Chemical Sales
 TRACTAIR, compressor, Le Roi Div., Westinghouse Air Brake Co.
 TRIFIC KING, vinyl plastic matting, American Mat Corp.
 TRAN-CEL-SEAL, cellulose tape, Gummed Tape & Devices Co.
 TRANSCOPY DUPLEX, contact printer, photographic, Remington Rand, Inc.
 TRANS-O-MUCK, solvent sludge reclaiming, Vic Manufacturing Co.
 TRANSVEYOR, horizontal belt conveyor, Mechanical Handling Systems, Inc.
 TRAVAGRATE, continuous ash discharge spreader stoker, Erie City Iron Works
 TREAD-EASE, resilient sponge rubber runner matting, American Floor Products Co.
 TREASURE, brass safety pins (unguarded coil), Oakville Co., Div. Scoville Mfg. Co.
 TREET-O-UNIT, constant rate proportioning pump, Proportioners, Inc.
 TREMM, laundry bleach, Tremm Chemical Corp.
 TRENDWELD, pipe and tubing, Trend Tube Co.
 TRENDWELD, stainless and high alloy pipe and tubing, Crucible Steel Co. of America
 TRI, for cleaning fluid, Walter Haertel Co.
 TRI-CLAD, motors, General Electric Co.
 TRICLENE, drycleaning solvent, E. I. du Pont de Nemours & Co., Inc.
 TRICO, electrical and lubricating devices, Trico Fuse Mfg. Co.
 TRICO, wetcleaning soap, Trico Chemical Div., Tri-State Equipment Co.
 TRI-EX, fumigant, Walter Haertel Co.
 TRIFLEX, drycleaning detergent, Pennsalt Chemicals Corp.
 TRIGON, volatile paint remover, Patek & Co.
 TRIK, tannin stain remover, Stamford Chemical Co.
 TRIMERSE, enzymic digestor, Trico Chemical Div., Tri-State Equipment Co.
 TRIO, alkali compounds, bleach, boiler compound, Trio Chemical Works, Inc.
 TRIPLE-A, paints, Outgley Co., Inc.
 TRIPLEX, 140° F drycleaning units, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 TRIPLEX-X DRI-SHEEN, detergent, Adco, Inc.
 TRIPMASTER, truck delivery bodies, Unisteel Body Co.
 TRISOL, oily stain spotter, Eaton Chemical & Dyestuff Co.
 TRIUMPH, built non-ionic synthetic detergent, Armour & Co., Industrial Soap Dept.

TRIWAY, fur finishing machine, Walter Haertel Co.
TRI-X, fumigant, Walter Haertel Co.
TROPELITE, durable protective coating, Tropical Paint & Oil Co.
TROPICAL, cleaner for walls, floors, windows, Tropical Paint & Oil Co.
TROPICAL, nut shells for fur cleaning, Bernard Srota Co.
TROUGH-BELT, belt conveyors, New London Engineering Co.
TROUSER-FORMER, pants shaper, Bill Glover, Inc.
TROUS-GUARD, trouser guard, Para-Lux Products Co.
TROY, laundry machinery, tumblers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY AIR-JET, flatwork folder, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY ATLAS, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY ELECTROMANUAL, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY ELECTROMATIC, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY FLEXIMATIC, flatwork folder, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY FOLD-FAST, folders, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY FULLMATIC, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY LAUNDRITE, washers, extractors and combination washer-extractors, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY LAUNDRITE W-X COINMATIC, combination washer-extractors, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY LAUNDRITE W-X STANDARD, combination washer-extractors, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY MINUTE MAN, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY MINUTE MAN, JR., tumblers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY OLYMPIC, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROYAN PMA-30, phenyl mercury acetate (mildewicide), Troy Chemical Co.
TROY SLIDE-OUT, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROYSPECIAL, replacement collars, Zuckerberg Co.
TROY SPEEDLINE, flatwork ironers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY TROJAN, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROY W-X, combination washer-extractors, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TRUCLEAR, drycleaning solvent filter, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRUCLEEN, petroleum solvent for drycleaning, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRUCOLOR, synthetic solvent for drycleaning, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRU COLOR, dyeing, Tru Color Dye Works, Inc.
TRUFLEX, light duty V-belts, Gates Rubber Co.
TRUFOLD, shirt folding machine, J. W. Steele & Co.
TRUFORM, steam-air garment finisher, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRUMATIC, laundry flatwork folder, American Laundry Machinery Co.
TRUMP, spot remover, Spix Products Co.
TRU-SHEEN, concentrate, drycleaning detergent, Krasan Products, Inc.
TRU SOAP, true soap liquid, Benda Products, Inc.
TRU-STAK, automatic flatwork stacker, American Laundry Machinery Co.
TRUSTY, gasoline strainers, Lunkenheimer Co.
TRU-TONE, fabric conditioner, Adrian Research & Chemical Co.
TUBE-O, trouser guard, Garment Hanger Co.
TUDOR, vertical pack boxes for clothes, Guardian Better-Pak Corp.
TUF-BOY, laundry nets, R. Lally Co.
TUFF HIDE, padding, Pittsburgh Waterproof Co.
TUFFLEX, padding, Wood Conversion Co.
TUFF-TEX, metal press pads, X. S. Smith, Inc.
TUFFY, heavy duty synthetic detergent, Thompson Chemical Co.
TUFFY, knitted nylon laundry nets, Southern Mills, Inc.
TUMBLETTE, coin-operated and timer operated 50 lb. dryer, Cook Machinery Co., Inc.
TUMBLTROL, tumbler and reclaim temperature control, Minneapolis-Honeywell Regulator Co.
TUMBOLITE, lighting fixture for open-end tumblers, National Marking Machine Co.
TURBAIRE, coils, heating and cooling, Acme Industries, Inc.
TURBO-VAC, single press vacuum system, Pantex Mfg. Co.

TURCO, insecticides, germicides, Turco Products, Inc.
TUWAY, strainers, Wright-Austin Co.
20th CENTURY, needle bearing, Roller Bearing Co. of America
24K, press padding, Jomac, Inc.
20-L, laundry starch, Clinton Foods, Inc.
TWENTY-TWENTY, front-loading washer, American Laundry Machinery Co.
TWIN CONTACT CONTROLS, controls, regulators, gauges, Perflex Corp.
TWINETTE, laundry tumbler, gas or electric, Hoyt Mfg. Corp.
TWINMATIC, washer and extractor, Imperial Laundry Machinery Co.
TWIN-O-MATIC, work shirt finishing unit, Unipress Co., Inc.
TWINPLEX, for cleaning drum and cage, Walter Haertel Co.
TWIN-PRESS, drycleaning press, Reliable Steam Pressing Machine Service, Inc.
TWIN-RAPID, automatic shirt press, general purpose press, Reliable Steam Pressing Machine Service, Inc.
TWINTAINER, extractor, Fletcher Works, Inc.
TWIN-TEX, metal press pads, X. S. Smith, Inc.
Twist-EMS, hanger combiners, Germain's Inc. Twist-Emis Div.
Twist-EMS, hanger combiners, H. F. Hanscom & Co.
TWITCHELL, emulsifying bases, Emery Industries, Inc.
249, dye stripper, Patek & Co.
2GAV, compressor plant, Westinghouse Air Brake Co., Industrial Products Div.
209, stain remover, R. R. Street & Co., Inc.
"2-IN-1", nylon flannel-cover combination, Zuckerman Co.
2802 HOSE OF TEFLON, flexible hose, Aeroquip Corp.
210 SPECIAL, nylon net, Whitehouse Nylon Products
TY-BORDS, forms for pressing neckties, Joe L. Winner
TYCO, stick machine cleaner for hot irons, presses, Tyson Sales Co., Inc.
TYPE W, basic washer timing control, American Laundry Machinery Co.
TY-HOLDERS, tie and belt holders, Time Savers, Inc.
TYMIT, timers, Tork Clock Co., Inc.
TY-ON, press machine covers, F. H. Bonn Co.
TY-PAX, tie and belt holders, Time Savers, Inc.
TYSON, dry size, Dello Products Co.
TY TAPES, cotton TY tapes, Conway Thread Co.

"UCON", fluids and textile lubricants and finishes, Union Carbide Chemicals Co., Div. of Union Carbide Corp.
U-DOOR-A, perspiration remover, Nu-Pro Mfg. Co.
ULTRA-BLUE, fluorescent blue sour, Keever Starch Co., Keever Beach Div.
ULTRA-LITE, fluorescent sour, Keever Starch Co., Keever Beach Div.
ULTRAMATIC, automatic zeolite water softener, Elgin Softener Corp.
ULTRAMATIC, fully automatic air-operated drycleaning press, New York Pressing Machinery Corp.
ULTRA-SOL, soap builder, Thompson-Hayward Chemical Co.
ULTRA-SPEED, laundry drying tumbler, American Laundry Machinery Co.
ULTRA-WHITE, fluorescent compound, whitener, H. Kohnstamm & Co., Inc.
U-MASTER, air operated laundry press, Forse Corp.
U-MIL-O LMC, laundry mildew control, built-in deodorant, American Mothproofing Co.
UNAFLOW, steam engines, Ames Iron Works
UNDER-TOW-ER, industrial conveyors, Lamson Corp.
UNDERWOOD ELLIOTT FISHER, accounting machines, Underwood Corp.
UNDERWOOD SAMAS, punched card accounting machines, Underwood Corp.
UNDERWOOD SUNDSTRAND, adding and accounting machines, Underwood Corp.
UNIBATCH SERVO SYSTEM COMPUTER, soap dispenser, moisture control, Anscoff Dry Cleaning Products, Inc.
UNICOOK, starch cooker, Unimac Co.
UNIDRYER, coin metered and non coin metered laundry tumbler, Unimac Co.
UNIFILTER, water filter, Unimac Co.
UNIFLO, drycleaning washer, Western Laundry Machinery Co.
UNIFLOW, water softeners and conditioners, mechanical filters, water supply pumps, Uniflow Mfg. Co.
UNIFOAM C, rug and upholstery cleaning detergent, Fumol Corp.
UNIHOT, storage water heaters, Unimac Co.
UNILITE, zeolite water softener, Uniflow Mfg. Co.
UNI-MAC, dryer-tumblers, Uni-Mac Co.
UNIMAC SINGLE 100, washer-rinse-extractor combination, Unimac Co.
UNI-MAC SUNFRESH'N, deodorizer unit for laundry tumblers, Unimac Co.

UNI-MAC TWIN 202, washer-rinse-extractor combination, Unimac Co.
UNIMAC TWIN 500, coin metered washer-rinse-extractor combination, Unimac Co.
UNI-PAC, deaerators, demineralizers, Cochran Corp.
UNIPRESS, air-driven laundry presses, sleeves, sport shirt units, Unipress Co., Inc.
UNISOFT'NER, water softener, Unimac Co.
UNISOL, emulsifiers, oils and soaps, Universal Solvent Co.
UNISTEEL, truck delivery bodies, Unisteel Body Co.
UNITAL, linen supply soap, H. Kohnstamm & Co., Inc.
UNITED, laundry cart, U. S. Steel & Wire Co.
UNITED, valves, pressing machine parts, fittings, United Brass Works, Inc.
UNITED, washable uniforms, United Cotton Goods Co., Inc.
UNITHERM, unit heaters, Clarage Fan Co.
UNIT KLEEN, drycleaning washer-extractor, G. A. Braun, Inc.
UNI-TRAP, bucket type steam trap, Perfecting Service Co.
UNIT WASH, laundry washer-extractor, G. A. Braun, Inc.
UNIVALVE, valves, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
UNIVERSAL, printed book matches, Universal Match Corp.
UNIVERSAL AIR, air filters, air drain traps, controls and regulators, pressure, Perfecting Service Co.
UNIVERSAL SPEED-FEED, sales control system, Egru Register Co.
UNIVERSAL STRIPPER, stain remover and stripper, H. Kohnstamm & Co., Inc.
UNLOADING CASCADE, laundry washer, American Laundry Machinery Co.
UP-N-DOWN CONVEYOR, call office conveyors, White Machine Co., Inc.
URBAN, truck bodies, Montpelier Mfg. Co.
URINTROL, urine stain remover, Nu-Horizon System
U-SAN-O, drycleaning, double strength moth-mildewproofing with built-in deodorant, American Mothproofing Co.
U-SAN-O MOTH-SPRAY, spray mothproofing solution, American Mothproofing Co.
U. S. KOGLON, press pads, sponge, Newhouse Specialty Co., Inc.
U. S. MODEL 518-2, sewing machine for dry-cleaners, U. S. Blind Stitch Machine Corp.
USS STAINLESS, stainless steel, U. S. Steel Co.
USTEX, wire and cable, U. S. Rubber Co.
UTILITY, specially built truck bodies, Utility Truck Distributors, Inc.

V-C, feed ribbons, textiles, Virginia-Carolina Laundry Supply Co.
V.D., spotter, Adco, Inc.
V & W, assorting reels, V & W Equipment Co.
VACO-VALVE, vacuum breaker, Patterson-Kelley Co.
VACUUMATIC, instantaneous water heater, Alstrom Corp.
VALET 1 S & 2 S, parcel post boxes for clothes, Guardian Better-Pak Corp.
VALET-MATIC, coin operated drycleaning depository, Scotch Equipment Co., Inc.
VALEX, insecticide concentrate, Signal Chemical Mfg. Co., Inc.
VAN DYKE SILICA, silica brick, Mexico Refractories Co.
VANETTE, truck bodies for use on Ford trucks, Universal Body Sales, Inc.
VANGUARD, 72 hour dial watchman's clock, Latham Time Recorder Co.
VANITE, liquid detergent, Adco, Inc.
VAN LINER, vertical pack boxes for clothes, Guardian Better-Pak Corp.
VA-FER, solvent and plant air cooling, Per Corp.
VA-PERK SAVER, vapor reclaimers, Gross Machinery Co., Inc.
VAPER-MAT, perk vapor recovery units, Excelstor Machinery Co.
VAPOR-CLARKSON, package type steam generators and hot water heaters, Vapor Heating Corp.
VAPOR JET, professional portable steam electric iron, Vapor Jet Steam Products Inc.
VARA, combination solvent cooler and heater, garment holders and baggers, sweetener powder dispenser, belt holder, shirt box, A. G. Vara & Son, Inc.
VARIDEX, alphabetic filing system, Remington Rand, Inc.
VARIATOR, steam traps, American District Steam Co., Inc.
VARI-VAC, heating unit, Dunham-Bush, Inc.
VARTMASTER, fur cleaning and storage equipment, Walter Haertel Co.
VEEDER-ROOT, computing and counting devices, Veeder-Root, Inc.
VEE-LOK, clutch facings, Revolute Div., Raybestos-Manhattan, Inc.

TRADE NAMES

VEE-THREE, paste drycleaning soap, Riverside Mfg. Co.
 VEGETABLE IVORY, buttons, Eureka Button Co.
 VEL, detergent, Colgate-Palmolive Co.
 VELAN UNIVERSAL, steam trap, Velan Engineering Co.
 VELCO, marking ink and sets, Ink-O Products Co.
 VELOCITY STEAM, steam condensate return system, Forse Corp.
 VEL-ODOR, concentrated liquid odor neutralizer, Caled Products Co., Inc.
 VELVA-SOFT, fabric softener, Armour & Co., Industrial Soap Dept.
 VELVET RAINBOW, combination starch, Hercules Powder Co., Huron Milling Div.
 VELVET SHEEN, rubber base wall paint, Tropical Paint & Oil Co.
 VELVET WHEAT, wheat starch, Hercules Powder Co., Huron Milling Div.
 VELVO, wetcleaning soap, Davies-Young Soap Co.
 VEND-MASTER, dispensers, Automatic Service & Supply Co., Inc.
 VENTURA, propeller fans, American Blower Corp., Div. American-Standard
 VENTURA FIN, unit heaters, American Blower Corp., Div. American-Standard
 VEREWYTE, chlorine powder laundry bleach, H. Florman & Son
 VERSABAR, structural system for racks and pipe supports, M-H Standard Co.
 VERSI, laundry and wetcleaning textile finishing compound, John T. Stanley Co., Inc.
 VERTEX, low-titer soap flakes, laundry, wetcleaning, rug and carpet, Swift & Co., General Soap Dept.
 VERTI-VEYOR, floor-to-floor drycleaning conveyor, Automatic Specialties, Inc.
 VEYOR RAIL, garment transportation conveyor, Speed Check Co., Inc.
 VIBRA-MOUNT, shock and vibration absorption felt pad mounts, American Felt Co.
 VIBRA MOVER, fur cleaning table-vented, Walter Haerel Co.
 VIBRA-SORBER, pipeline vibration absorber, Flexonics Corp.
 VIBRATION ELIMINATOR, vibration dampeners, laundry, Anaconda Metal Hose Div., Anaconda American Brass Co.
 VIC, drycleaning machinery, Vic Manufacturing Co.
 VIC KOMET, automatic control drycleaning machines, Vic Manufacturing Co.
 VICTOR, drill rod, Crucible Steel Co. of America
 VICTOR, balata belting, Victor Balata & Textile Belting Co.
 VICTOR, adding machines, calculators (printing), Victor Adding Machine Co.
 VICTOR 10 C L, linen and industrial starch, Keever Starch Co., Keever Beach Div.
 VICTOR-McCASKEY, cash register, Victor Adding Machine Co.
 VICTORY, blue, Minnesota Chemical Co.
 VICTORY, drycleaning soaps, Patek & Co.
 VICTORY, laundry marking tags, Tagit Co.
 VIGIL, TYPE D, diaper antiseptic and deodorant, Patek & Co., Inc.
 VIGIL, TYPE L, mildew preventative, Patek & Co.
 VIKI, pipe joint compound, Keystone Lubricating Co.
 VIKING, intermediate quality, dry press firebrick, Mexico Refractories Co.
 VIKING RE-NU-IT, drycleaners pumps, Viking Pump Co.
 VIKING, suds, Los Angeles Soap Co.
 VIM, steam engines, Ames Iron Works
 VI-NYL, vinyl-coated nylon fabric, F. H. Bonn Co.
 VIRGINIA GREENSTONE, non-skid floor surfacing material, soaking and rinsing tubs, wetcleaning tables, Virginia Greenstone Co., Inc.
 VIS-ALL FILE, call office control file, Wilco Sales Co.
 VISCOR, filter, Weston Electrical Instrument Corp.
 VISTEX, seals, American Felt Co.
 VITEX, drycleaning soaps, Patek & Co.
 VIVIDOL LT., drycleaning detergent, Stamford Chemical Co.
 VIVIDOL SF, drycleaning detergent, Stamford Chemical Co.
 VIVIGLO, solvent soluble brightener, Stamford Chemical Co.
 VIVIPRESS, smoothing compound, steam treating chemical, Stamford Chemical Co.
 VIVISIZE, water white solvent soluble sizing, Stamford Chemical Co.
 VIVITEX G, water repellent, Stamford Chemical Co.
 VIVITEX 100 PLUS, water repellent, Stamford Chemical Co.
 VIVITROL, moisture control instrument, Stamford Chemical Co.
 VOKES, air cleaners, filters, separators, strainers, Drico Industrial Corp.
 VOL, spotting agent, Stamford Chemical Co.
 VOLTEX, spotting agent, Spix Products Co.
 VOL-U-METER, flow-responsive proportioning pump, Proportioners, Inc.
 VORCLAY, bentonite clay, American Colloid Co.
 VORCLONE, extractors, tumbler, U. S. Hoffman Machinery Corp.
 V-S DRIVE, all-electric adjustable speed drive for a.e. circuits, Reliance Electric & Engineering Co.
 VULCAN, cover cloth, Pittsburgh Waterproof Co.
 VULCAN, stokers, Canton Stoker Corp.

W

W.C., water carrier, Benda Products, Inc.
 W.D.P., wet or dry prespotter, Warco Laboratories, Inc.
 W-L, true soap for "batch," Caled Products Co., Inc.
 W. P. R., wet and dry paint remover, National Cleaners Chemical Mfg. Co.
 W & D, gas & oil fired boilers, Williams & Davis Boiler & Welding Co., Inc.
 WACO, diaphragm fluid pump, Perry Company
 WALCO, pipe wrench, Walworth Co.
 WALDORF, paper hangers, Waldorf Co.
 WALLERSTAT, anti-static agent, Wallerstein Co., Div. Baxter Laboratories, Inc.
 WALLERSTEIN MOTH-MILDEW PROOFER, moth-mildew proof, deodorizer, Wallerstein Co., Div. Baxter Laboratories, Inc.
 WALLHIDE, paint, Pittsburgh Plate Glass Co., Div.
 WALSEAL, threadless bronze fitting, Walworth Co.
 WALWORTH, valves and pipe fittings, Walworth Co.
 WARRIOR, tire rebuilding and repair material, Mohawk Rubber Co.
 WASCO, small open end washers, laundry, Pinnacle Products Corp.
 WASH-A-WAY, washer, Cook Machinery Co., Inc.
 WASHETTE, open end laundry washer, coin washer and combination washer-extractor, Cook Machinery Co., Inc.
 WASHEX, combination drycleaning washer-extractor, Washex Machinery Corp.
 WASHEX TUBE FILTERS, solvent filter, Washex Machinery Corp.
 WASHINE, bleach (sodium hypochlorite), Washine Chemical Corp.
 WASHINITE, detergent, Washine Chemical Corp.
 WASHMASTER, 25 and 50¢ automatic washer, Euse Corp.
 WASHMOR, nylon laundry nets, Tingle, Brown & Co.
 WASH 'N WEAR, bundle stuffer, Wallerstein Co., Div. Baxter Laboratories, Inc.
 WASHOIL, oil treatment for linens, Hutchinson Products Co.
 WASHOMETER, washing machine recorder, Huebsch Originators, Div. American Laundry Machinery Co.
 WASHTECH, overall compound, Thompson-Hayward Chemical Co.
 WASH-WHIRL, washer-extractor, combination, laundry, Henrich Laundry Machinery Co.
 WATCH-DOG, water meters, Worthington Pump & Machinery Corp.
 WATCOCELL, asbestos pipe covering, blocks, Ruberoid Co.
 WATERCHILLERS, refrigeration heat exchangers, water temp. control valves, heat regulating valves, solvent heaters, stills, muck cookers and vapor absorbers, Ice Mfg. Co.
 WATER KING, small water supply pump, Peerless Pump Div., Food Machinery & Chemical Corp.
 WATERPROOFON PRK, water repellent, Apex Chemical Co., Inc.
 WATERSPAR, polishing wax, Pittsburgh Plate Glass Co., Paint Div.
 WATERWAY, laundry combination washer-extractor, Fantex Mfg. Corp.
 WATTS, valves and pneumatic products, Watts Regulator Co.
 WAYNE, air compressors, pneumatic and hydraulic hoists, hose reels, Wayne Pump Co.
 WEARBESTOS, asbestos gloves and mittens, Johns-Manville
 WEARTEX, solid woven belting, Victor Balata & Textile Belting Co.
 WEATHER-MAKERS, air conditioning, Carrier Corp.
 WEATHER-MASTERS, air conditioning, Carrier Corp.
 WEATHER-PRUF, water repellent, Lustral Drycleaning Products, Div. Patek & Co.
 WEAVE MASTERS, rewaving services, Weave Masters
 WEBCO, packaged boilers, Western Boiler Co.
 WEBCO-RAY, packaged boilers, Western Boiler Co.
 WEE-SCOT, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
 WEIGHT-O-GRAFF 77, automatic scale attachment for beam scales, Howe Scale Co.
 WELDMASTER, platform, Lewis-Shepard Products, Inc.
 WELPCO, steam valves, discs, Western Laundry Press Co.
 WERKRITE, neutral tallow flakes, powder, Allen B. Wisley Co.
 WERK'S COLDWATER, built red-oil soap, Allen B. Wisley Co.
 WESCLENE, liquid break, West Side Corp.

WESCO, dry spotter, prespotter, West Side Corp.
 WESOFORM, stain remover, West Side Corp.
 WEST COAST, extractors, washers, curtain stretchers, West Coast Laundry Machinery Co.
 WESTERN, laundry and drycleaning tumblers, washers and extractors, Western Laundry Machinery Co.
 WESTERN, deep well turbine pumps, deep well turbine pressure systems, Western Pump Co., Ltd.
 WESTERN, boilers and steam generators, Western Boiler Co.
 WESTERN EAGLE, laundry and drycleaning combination washer-extractors, Western Laundry Machinery Co.
 WESTINGHOUSE, air compressors, Le Roi Co., Subsidiary Westinghouse Air Brake Co.
 WESTINGHOUSE, lamps, Westinghouse Electric Corp.
 WESTINGHOUSE, laundromat, washers, Ald, Inc.
 WESTON, electrical indicating instruments, Weston Electric Instrument Corp.
 WESTPORT II, automatic laundry dryer, coin-operated-timer operated, Hoyt Mfg. Corp.
 WEST TEXAS, boilers, water heaters and softeners and return tanks, West Texas Marine Boiler Works, Inc.
 WESTACO, chlorinated solvent (synthetic), Westaco Chemical Div., Food Machinery & Chemical Corp.
 WET-AGE, wet spotter, G & G Chemical Corp.
 WETAWAY, water repellent, Carman & Co., Inc.
 WET-O-DRY, paint and grease spotter, Merson Products Co., Inc.
 WETSL, wet or dry spotter, Eaton Chemical & Dyeing Co.
 WETSOL, wet spotter, Nu-Pro Mfg. Co.
 WETSOLV, penetrant, Package Chemical Co., Inc.
 WETSPO, wet lube base paint remover, Riverside Mfg. Co.
 WETSPOT, wet spotter, Adco, Inc.
 WEYSYN, synthetic detergent, E. F. Drew & Co., Inc.
 WET SPOTTER, wet spotter, Allen & Vickers, Inc.
 WETSPOTTER, paint, oil and grease remover, Riverside Mfg. Co.
 WETT STOCK CONCENTRATE, moisture desiccant, Lustral Drycleaning Products, Div. Patek & Co.
 WHALEBONE, leather and waterproof leather belting, Charlotte Leather Belting Co.
 WHEATEX, combination starch, Hercules Powder Co., Huron Milling Div.
 WHEAT-N-CORN, wheat blend semi-modified starch, Keever Starch Co., Keever Beach Div.
 WHEAT-N-CORN, starch, A. E. Staley Mfg. Co.
 WHEELER WASHER, unloading washer, Ludell Mfg. Co.
 WHEEL-EZY, hand truck, Rapids-Standard Co., Inc.
 WHEELVEYOR, wheel conveyor, Mechanical Handling Systems Inc.
 WHIRL-SORT, sorting reel, Franklin Mfg. Co.
 WHIRLWIND, extractor, Fletcher Works, Inc.
 WHISK-A-WAY BUNDL-VEYOR, package conveyor, Automatic Specialties, Inc.
 WHITE CAP, concentrated liquid blue, Keever Starch Co., Keever Beach Div.
 WHITE CAP, drycleaning soap, Midland Color & Chemical Co.
 WHITECO, nylon laundry net, Whitehouse Nylon Products
 WHITEEN-100, medium-titer laundry soap, New South Mfg. Co., Inc.
 WHITEGARD, 2-way fabric conditioners for laundries, Pennsalt Chemicals Corp.
 WHITE-LIT, fluorescent dye addition to soaps, Clifton Chemical Co., Inc.
 WHITE KING, toilet soap, coco almond soap, coco lemon soap, Los Angeles Soap Co.
 WHITE LABEL FLAKES, white neutral soap, Keever Starch Co., Keever Beach Div.
 WHITE RIBBON, tallow soap, laundry, wetcleaning and rug cleaning, Swift & Co., General Soap Dept.
 WHITEX, blueing, Park & Tilford
 WHITLOCK, preheaters, Whitlock Mfg. Co.
 WHITSON SYSTEM, boiler return systems, Healy-Ruff Co.
 WHIZ, stain remover, Tower Chemical Sales
 WH SERIES, water heater, Portman Water Heater Co., Inc.
 WICK, tapes and braids, Wick Narrow Fabrics Co.
 WILL-BURT, coal stokers, oil burners, gas burners, Will-Burt Co.
 WILLCO, invoice forms, Wilco Sales Co.
 WILLCO-VEYOR, call-office conveyor, Wilco Sales Co.
 WILLIAMS, laundry and drycleaning machinery, Williams Laundry Machinery Co., Inc.
 WILLIAMS & DAVIS, boilers, condensation return systems, return units, boiler feed-water systems, Williams & Davis Boiler & Welding Co., Inc.
 WILLS-MILCO, rug beater, A. O. Miller Co.
 WILLYS' JEEP, multi stop delivery van, Willys Sales Corp., Fleet Sales Dept.
 WILLYS' JEEP PANEL DELIVERY TRUCK, panel delivery, Willys Sales Corp., Fleet Sales Dept.
 WILLYS' UNIVERSAL JEEP, fleet maintenance and service trucks, Willys Sales Corp., Fleet Sales Dept.
 WIL-NOR, personalized premiums, shirt bands (premium), Wil-Nor Products

WINDMAKER, wall & roof exhaust type for ceiling mounted, floor and pedestal fans, Phil Rich Fan Mfg. Co., Inc.
 WINDO, cedarized storage bag, Lincoln Bag Co.
 WINDSOR, non-woven, fiber bonded fabrics, American Felt Co.
 WING CLAMP, collar support, Para-Lux Products Co.
 WING-GUARDS, hanger shields, Para-Lux Products Co.
 WING-LOCK, collar support, Para-Lux Products Co.
 WING-ROLL, collar support, Para-Lux Products Co.
 WINK, dye stripper, Lustrol Drycleaning Products, Div. Patek & Co.
 WINKLER, stokers, U. S. Machine Corp.
 WIR "O" MATIC, extractor, Gross Machinery Co., Inc.
 WIZARD, automatic washer control, Norman Control Co.
 WIZARD, extractors, Hammond Laundry-Cleaning Machinery Co.
 WIZARD, laundry net, Southern Mills, Inc.
 W/O EMULSIFIER, wetcleaning stock solution, Adrian Research & Chemical Co.
 WOLF, electric cloth cutters, fabric drills, rag cutters, Wolf Machine Co.
 WONDERFOLD, sport shirt protectors, Sutherland Paper Co.
 WONDER WEAVERS, reweaving damaged clothing, Wonder Weavers
 WONDER WORKER, sewing machine, U. S. Blind Stitch Machine Corp.
 WONDRESS, flatwork ironer pads, Southern Mills, Inc.
 WOOL FLAKES, soaps, silks and woolens, Swift & Co., General Soap Dept.
 WOOLZ, a specific woolen soap, Caled Products Co., Inc.
 WORKHORSE, rug scrubber, Certified Chemical & Equipment Co.
 WORK SAVER, drycleaning truck, garment racks, Time Savers, Inc.
 WOVERTIE, cover cloth, padding, Lewis National Corp.
 WRAP-O-MATIC, automatic paper cutting and wrapping machine, Rosenthal Mfg. Co.
 WRITE-GO, ink eradicator, A. L. Wilson Chemical Co.
 WSP POWDER, water softener, Coastal Chemical Corp.
 WULPRESS, wool press cloth and surface cloth, nylon and wool press and surface cloth, Arms Textile Mfg. Co.
 WYANDOTTE, detergents, soaps, Wyandotte Chemicals Corp., J. B. Ford Div.
 WY. RUSKO, water conditioners, Wyandotte Chemicals Corp., J. B. Ford Div.

X

X-CLEANER PASTE, spot remover, J-G Chemists
 X. L., built synthetic detergent, Armour & Co., Industrial Soap Dept.
 X. L. BEST, laundry soaps, Fry Bros. Co.
 X-L CHARGE, drycleaning detergent, Dixie Co., Inc.
 X. L. FINISH, laundry soaps, Fry Bros. Co.
 XANNO, indelible ink (no heat), Applegate Chemical Co.
 X-PANDO, collar supports, Time Savers, Inc.
 X-30, rag and overall detergent, George Stearns Chemical & Mfg. Co.

XTRA, nylon press cloth, X. S. Smith, Inc.
 XXX, DRI-SHEEN, detergent for charged system, Adco, Inc.

Y

Y C, unit type stationary compressors, Le Roi Div., Westinghouse Air Brake Co.
 Y.R. SAFETY STRIPPER, all-purpose dye stripper, Lustrol Drycleaning Products, Div. Patek & Co.
 Y-S, air compressors, Le Roi Div., Westinghouse Air Brake Co.
 Y-S-R, yellow stain and run color remover, Riverside Mfg. Co.
 YA-DE, mothproof, Crossland Mfg. Co., Inc.
 YANKEE, powdered and liquid starch, Gilcor Mfg. Co., Inc.
 YARMOR, pine oil, Hercules Powder Co., Huron Milling Div.
 YARWAY COLOR-PORT, boiler water gages, Yarnall-Waring Co.
 YARWAY FINE SCREEN, pipe line strainers, Yarnall-Waring Co.
 YARWAY IMPULSE, steam traps and strainers, Yarnall-Waring Co.
 YARWAY INVOLUTE, spray nozzles, Yarnall-Waring Co.
 YARWAY "REMOTE," liquid level indicator, Yarnall-Waring Co.
 YARWAY "SEATLESS," blow-off valves, Yarnall-Waring Co.
 YELLOW-GO, liquid dye-reducing agent, A. L. Wilson Chemical Co.
 YELLOW HOOP, soap builder, Wyandotte Chemicals Corp., J. B. Ford Div.
 YELLOW REMOVER, titanium type stripper, Patek & Co.
 YELO-LIQUID COLD STRIPPER, stain remover, and stripper, H. Kohstamm & Co., Inc.
 YORK-POWER, burners, generators, York-Shipley Inc.
 YOUNGS-PHILADELPHIA, platform trucks and dollies, various sizes, Paul O. Young Co.

Z

Z-P, silk drycleaning soap for chlorinated solvent systems, Caled Products Co., Inc.
 ZACK-O-MIX, concrete floor weld, Peters Co., Div. Toledo Paint & Chemical Co.
 ZANZIBAR-CARBON, blues, curtain colors, indelible ink, indelible ink eradicator and thinner, B. Heller & Co.
 ZARMITE, foot-power laundry presses, American Laundry Machinery Co.
 ZARMO, foot-power laundry presses, American Laundry Machinery Co.
 ZARMOETTE, foot-operated laundry presses, American Laundry Machinery Co.
 ZE BUTTON WRAP, heavy foil cut for protection of buttons and ornaments during drycleaning, Zimmerman Products
 ZE-DRAPE, folder for draperies, Zimmerman Products
 ZEETONE, paint, oil, grease remover, Riverside Mfg. Co.

ZE-GLOW, fur cleaning liquid and compound, Zimmerman Products
 ZE-GO, fuzz ball remover, Zimmerman Products
 ZEIDLER, perma-pad spring cushion for flatwork ironers, stripping and guide device, Zeidler Mfg. Co., Inc.
 ZELAN, durable water repellent, E. I. du Pont de Nemours & Co., Inc.
 ZE-LAP-KEEPER, Zimmerman Products
 ZELCO, press and ironer pads, padding press covers, Zeller Mayer Supply Corp.
 ZELCON, fabric conditioner, E. I. du Pont de Nemours & Co., Inc.
 ZELEC, antistatic agent, E. I. du Pont de Nemours & Co., Inc.
 ZEL-TEX, drycleaning soap, hat sizing, paint remover, spotting agents, Zel-Tex Co., Inc.
 ZELTEX, press covers, Zeller Mayer Supply Corp.
 ZENITH, electric timers, Zenith Electric Co.
 ZENITH, extractors, filters, washers, Billingsly Machinery Co.
 ZENITH STARCH AID, laundry finishing lubricant, Patek & Co.
 ZEO-FLO, softeners, Cochrane Corp.
 ZEOLITE, boiler feed-water treatment, National Chemical Sales Co., Inc.
 ZEOLITE ALGAE, control treatment, National Chemical Sales Co., Inc.
 ZEOLITE AMINE, condensate treatment control of rust and pitting in return lines, National Chemical Sales Co., Inc.
 ZEPHYR, extractor, ironer, washer, Hydraxtor Co.
 ZERO, combination water softener and iron removers, neutralizers, Zero Water Softener Mfg. Co.
 ZEROSOFT, water softener, iron remover, filter, zeolite, Zero Water Softener Mfg. Co.
 ZEST, synthetic wetcleaning soap, Adco, Inc.
 ZETONE, cleaning, glazing fluid, ground wood flour (treated), cloth tumbling bag, Zimmerman Products
 ZIG-ZAG, power conveyor, Richards-Wilcox Mfg. Co.
 ZIG-ZAG, heat exchangers and reclaimers, David Stout & Sons
 ZIP, go-back conveyor, Time Savers, Inc.
 ZIP-LUXOR, plastic storage bag, side opening, formal and bridal gown bags, Hassenfoss Bag Co., Inc.
 ZIPOLA, lubricant, High Chemical Co.
 ZIPON, leather finish, Keystone Aniline & Chemical Co., Inc.
 ZIPPER-EASE, stainless lubricant, A. G. S. Co.
 ZIPPO, wetcleaning detergent, Benda Products, Inc.
 ZIP-R-FLEX, tool kit for repairing zippers, Mars Tool Co.
 ZIPSET, continuous and individual business forms, Standard Register Co.
 ZIP STIK, ink remover, Keystone Aniline & Chemical Co., Inc.
 ZOL, synthetic drycleaning solvent, Stauffer Chemical Co.
 ZOLVIT, paint, oil and grease remover, Riverside Mfg. Co.
 ZONE-AIR, laundry and drycleaning drying tumblers, American Laundry Machinery Co.
 ZONEX, chloroform substitute, Package Chemical Co., Inc.
 ZORIC, synthetic solvent drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 Z-RAY, drycleaning detergent, Delan Co.
 ZUCKERBERG, replacement collars and cuffs, laundry bags, nets, press covers, Zuckerberg Co.
 ZUDS, synthetic penetrant-detergent, Caled Products Co., Inc.
 ZURON, petroleum solvent drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
 ZYME, digestive enzyme, Johnson Chemical Industries, Inc.
 ZYMO, enzymic spot remover, Keystone Aniline & Chemical Co., Inc.

MANUFACTURERS

equipment and supply producers listed alphabetically with their mailing addresses

A

A.A.A. Weaving Service, 1182 Madison Ave., New York 28, N.Y.
 A A Laundry Machinery Co., 1110-12 S. Kedzie Ave., Chicago 12, Ill.
 ABC Collar & Cuff Co., 423 Broadway, New York 13, N.Y.
 Abco Furs, 312 Seventh Ave., New York 1, N.Y.
 Abco-Clean Chemical Co., 17325 Lamont Ave., Detroit 12, Mich.
 A. B. T. Mfg. Corp., 2500 N. Main St., Rockford, Ill.
 A.G.S. Co., Muskegon, Mich.
 Academy Hanger Co., Inc., 177 E. 123rd St., New York 35, N.Y.
 Ace Fastener Corp., 3415 N. Ashland Ave., Chicago 13, Ill.
 Ace Hose & Rubber Co., 1708-14 S. State St., Chicago 16, Ill.
 Ace Life Step Co., 1708 S. State St., Chicago 16, Ill.
 Ace Weaving Service, 416 Madison Ave., New York 17, N.Y.
 Acme Dye House, Inc., 7606 Carnegie Ave., Cleveland 3, Ohio
 Acme Hatters Supply Co., 104-106 Bleecker St., New York 12, N.Y.
 Acme Industrial Compounds Corp., 625 S. Goodman, Rochester 7, N.Y.
 Acme Industries, Inc., 800 N. Mechanic St., Jackson, Mich.
 Acme Nylon Products, 2859 Atlantic Ave., Brooklyn 7, N.Y.
 Acme Soap Co., 251 Third St., Cambridge 42, Mass.
 Activated Soap Co., 320 Fifth Ave., New York 1, N.Y.
 Adams Weaving Co., 1123 Republic Bldg., Chicago 4, Ill.
 Adco, Inc., 900 W. Main St., Sedalia, Mo.
 Addressograph-Multigraph Corp., 1200 Babbitt Rd., Cleveland 17, Ohio
 Adelman Glove Cleaners, Inc., & Leather Cleaners, 1807 Devon Ave. & 3757 Fullerton, Chicago 11, Ill.
 Adhesive Products Corp., 1660 Boone Ave., New York 60, N.Y.
 Adrian Research & Chemical Co., Inc., Elm & Pennsylvania Aves., North Wales, Pa.
 Advance Floor Machine Co., 128 Industrial Center, Spring Park, Minn.
 Aerol Co., Inc., 1731 Workman St., Los Angeles 31, Calif.
 Aeronautical Electronics Inc., P. O. Box 6527, Raleigh, N.C.
 Aeroquip Corp., 800 S. East Ave., Jackson, Mich.
 Aerovent Fan Co., 700 E. Ash St., Piqua, Ohio
 Aetna Casualty & Surety Co., Hartford, Conn.
 Aetna Felt Co., Inc., 204 Centre St., New York 4, N.Y.
 Air Cooling Engineering Co., 3812 N. Lawrence St., Philadelphia 40, Pa.
 Ajax Presses, 619 S. Fifth West St., Salt Lake City 1, Utah
 Ald, Inc., 7045 N. Western Ave., Chicago 45, Ill.
 Aldrich Co., Wyoming, Ill.
 Alemitte Div., Stewart Warner Corp., 1826 Diversey Parkway, Chicago 31, Ill.
 Alert Boiler & Mfg. Co., 9661 Robson St., Detroit 28, Mich.
 Alcraft Mfg. Co., 27 Hayward St., Cambridge 42, Mass.
 Allegheny Ludlum Steel Corp., Oliver Bldg., Mellon Square, Pittsburgh 22, Pa.
 Allen, R. C., Business Machines, Inc., 678 Front St., N. W. Grand Rapids, Mich.
 Allied Equipment Co., 7671 Rogers Ave., Chicago 26, Ill.
 Allied Laundry Machinery Corp., Wythe Ave., Brooklyn, N.Y.
 Allied Printing & Stationery Co., Inc., 270 Lafayette St., New York 12, N.Y.
 Allis-Chalmers Mfg. Co., 1126 S. 70th St., Milwaukee 1, Wisc.
 Allia, Louis, Co., 427 E. Stewart St., Milwaukee 7, Wisc.
 All Sales, 13440 Cedar Rd., Cleveland Heights 18, Ohio
 Almore Dye House, 4412-4424 Wentworth Ave., Chicago 9, Ill.
 Alrose Chemical Co., Div. Geigy Chemical Corp., P. O. Box 1294, Providence 1, R. I.
 Alton Mfg. Co., 1112 Ross Ave., Dallas 2, Texas

Aluminum Co. of America, 640 Gulf Bldg., Pittsburgh 19, Pa.
 Ambassador Continuous Towel Cabinet Co., 125 N. Mission Rd., Los Angeles 33, Calif.
 Amber Mfg. Co., 16220 S. Figueroa St., P. O. Box 366, Gardena, Calif.
 Amber School of Reweaving, Box 628, No. Miami Beach, Fla.
 American Air Compressor Corp., 48th & Lajour North Bergen, N. J.
 American Alcolac Corp., 3450 Fairfield Rd., Baltimore 26, Md.
 American Aniline Products, Inc., 50 Union Sq., New York 3, N.Y.
 American Associated Cos., Inc., P. O. Box 4056, Atlanta, Ga.
 American Blower Corp., Div., American-Standard, Detroit 32, Mich.
 American Cleaners Equipment Co., Div. American Laundry Machinery Co., Ross & Section Aves., Cincinnati 12, Ohio
 American Coat Hanger Mfg. & Specialty Co., 3917-21 W. Jefferson Blvd., Los Angeles 16, Calif.
 American Colloid Co., 363 W. Superior St., Chicago 10, Ill.
 American Coolair Corp., Box 2300, Jacksonville 3, Fla.
 American District Steam Co., 455 Bryant St., North Tonawanda, N. Y.
 American Electrical Heater Co., 6110 Cass Ave., Detroit 2, Mich.
 American Engineering Co., Armington Ave. & Cumberland St., Philadelphia 25, Pa.
 American Felt Co., 35 Glenville Rd., Glenville, Conn.
 American Floor Products Co., 4922 Wisconsin Ave., N.W., Washington 16, D. C.
 American Hair & Felt Co., 1828 Merchandise Mart, Chicago 54, Ill.
 American Hatters Supplies, Inc., 9 E. Harrison St., Chicago 5, Ill.
 American Institute of Laundering, Joliet, Ill.
 American-La France-Foamite Corp., 100 E. La France St., Elmira, N. Y.
 American Laundry Machinery Co., Ross & Section Aves., Cincinnati 12, Ohio
 American Mat Corp., 1793 Adams St., Toledo 2, Ohio
 American Mineral Spirits Co., 200 S. Michigan Ave., Chicago 4, Ill.
 American Monorail Co., 13107 Athens Ave., Cleveland 7, Ohio
 American Mothproofing Co., 2510 Hampton Ave., St. Louis 10, Mo.
 American Numbering Machine Co., Atlantic & Shepherd Aves., Brooklyn 8, N.Y.
 American Paper Band Co., 1361 Heistan Place, Memphis, Tenn.
 American Permac, Inc., 1569 Merrick Rd., Merrick, L. I., N. Y.
 American Freshboard Co., Inc., 114 W. 30th St., New York 1, N.Y.
 American Standard Mfg. Co., 2509-13 S. Green St., Chicago 8, Ill.
 American Sterilizer Co., 1230 Plum St., Erie, Pa.
 American Telephone & Telegraph Co., 195 Broadway, New York 7, N.Y.
 American Textile Weaving Co., 5 N. Wabash, Chicago, Ill.
 American Uniform Co., Cleveland, Tenn.
 American Water Softener Co., DeHaven Road, West Conshohocken, Pa.
 American Wire Form Corp., 265 Grant Ave., Jersey City 5, N. J.
 Ames Iron Works, Inc., Oswego, N. Y.
 Anaconda Metal Hose Div., Anaconda American Brass Co., 698 S. Main St., Waterbury 20, Conn.
 Analytical Measurements, Inc., 585 Main St., Chatham, N. Y.
 Anderson Box & Basket Co., Inc., Henderson, Ky.
 Anderson Collar Support Co., 1443 E. 120th St., Cleveland 6, Ohio
 Anderson-Prichard Oil Corp., 1000 Liberty Bank Bldg., Oklahoma City 2, Okla.
 Anderson Specialty Mfg. Co., 5 W. Hunt Rd., W. E., Jamestown, N. Y.
 Anderson, V. D., Co., Div. International Basic Economy Corp., 1935 W. 96th St., Cleveland 2, Ohio
 Andrew Paper Box & Bag Corp., Brooklyn 23, N.Y.
 Andrew Parts Mfg. Co., 32-70 31st St., Long Island City 6, N.Y.

Andrew Technical Service, 11 E. Delaware Pl., Chicago 11, Ill.
 Angelica Uniform Co., 1427 Olive St., St. Louis, 3, Mo.
 Angle Steel, Inc., Acorn St., Plainwell, Mich.
 Anscott Dry Cleaning Products, Inc., P. O. Box 566, Industrial West, Clifton, N. J.
 Anson, Art, Inc., 1901 S. 12th St., Allentown, Pa.
 Ansol Chemical Co., Marinette, Wisc.
 Anthony Co., 47-33 Fifth St., Long Island City 1, N.Y.
 Apex Chemical Co., Inc., 225 W. 34th St., New York 1, N.Y.
 Apex Electrical Mfg. Co., 11770 Berea Rd., Cleveland, Ohio
 Apex Rotarex Corp., 1070 E. 152nd St., Cleveland 10, Ohio
 Appabann, P., Inc., Belfield Ave. & Wister St., Philadelphia 44, Pa.
 Applegate Chemical Co., 7351 Hamlin Ave., Skokie, Ill.
 Appliance Service Co., 1821 54th St., Brooklyn 4, N.Y.
 Aqua Electric Scale Control, Inc., 2028 E. 22nd St., Cleveland 15, Ohio
 Aqua-Jet Machine Corp., 225 W. 34th St., New York 1, N.Y.
 Aqua-Sec Corp., 1450 Broadway, New York 19, N.Y.
 Aquatrol, Inc. (Specialties Div.), 689 Milwaukee Ave., Chicago 22, Ill.
 Arabol Mfg. Co., 110 E. 42nd St., New York 17, N.Y.
 Ardmon Chemical Co., 750 Stone St., Oakland 3, Cal.
 Armen Chemicals, Inc., 630 S. Ashley St., Ann Arbor, Mich.
 Armite Laboratories, 6609 Broad St., Los Angeles 1, Calif.
 Armour & Co., Industrial Soap Dept., 1355 W. 31st St., Chicago 9, Ill.
 Arms Textile Mfg. Co., 200 Fifth Ave., New York 10, N.Y.
 Armstrong Machine Works, 933 Maple St., Truce Rivers, Mich.
 Arnold-Hoffman & Co., Inc., 55 Canal St., Providence, R. I.
 Aroscent, Inc., P. O. Box 269, Dobbs Ferry, N. Y.
 Arrow Fastener Co., Inc., 1 Junius St., Brooklyn 12, N.Y.
 Arrow Mfg. Co., 2924 Terrace St., Kansas City 14, Mo.
 Arrow Tank Co., Inc., 16 Barnett St., Buffalo 15, N.Y.
 Art Textile Co., 1405 Walnut St., Highland, Ill.
 Arvan Products, Inc., 3425 Youngstown Rd., S.E., P. O. Box 1086, Warren, Ohio
 Asselin, Victor, Fur Co., 412 Eighth Ave., New York 1, N.Y.
 Associated Crib Diapers Cos., 4747 N. Damen Ave., Chicago 25, Ill.
 Atlanta Brush Co., Box 1358, Atlanta 1, Ga.
 Atlanta Paper Co., Marietta Ave., Atlanta, Ga.
 Atlas Body Co., 4150 E. Thompson St., Philadelphia 37, Pa.
 Atlas Powder Co., Concord Pike & New Murphy Rd., Wilmington 99, Del.
 Atlas Steel Products, Inc., 1160 Chico Ave., El Monte, Calif.
 Attapulgas Clay Co., 210 W. Washington Sq., Philadelphia 5, Pa.
 Aurora Mfg. Corp., 74-76 Wythe Ave., Brooklyn 11, N.Y.
 Austin Supply Co., 210 S. Clinton St., Chicago 6, Ill.
 Autographic Register Co., Seventh & Park, Hoboken, N. J.
 Automatic Enterprises, Inc., 415 N. Mary St., Lancaster, Pa.
 Automatic Paper Box Corp., 1011-25 S. California Ave., Chicago, Ill.
 Automatic Salesbook Co., Willimantic, Conn.
 Automatic Service & Supply Co., Inc., 2701 E. Commerce St., San Antonio 3, Texas
 Automatic Specialties, Inc., 242 Walker St., S. W. Atlanta 3, Ga.
 Automatic Steam Products Corp., 140 W. 31st St., New York, N.Y.
 Automatic Switch Co., 50-56 Hanover Rd., Floram Park, N. J.
 Automation Products, Inc., 3030 Max Roy St., Houston 24, Texas

B & C Engineering Co., 2706 Chestnut St., Toledo, Ohio
Badger Laundry Machinery Co., 3015 S. Herman St., Milwaukee 7, Wis.
Baehr Laundry Machine Co., 29 Calumet St., Newark 5, N. J.
Bacraft Corp. of America, 3900 W. 43rd St., Chicago 32, Ill.
Bailey Meter Co., 1050 Ivanhoe Rd., Cleveland 10, Ohio
Bailey, Prihoda & Co., 326 Kalamazoo Ave., Kalamazoo 11, Mich.
Banasch Button & Supply Co., 125 W. Fifth St., Cincinnati 2, Ohio
Barber-Colman Co., P. O. Drawer 99, Rockford, Ill.
Barco Mfg. Co., 1801-15, Winnemac Ave., Chicago 40, Ill.
Barker Mfg. Co., 730 E. Michigan Ave., Battle Creek, Mich.
Barreled Sunlight Paint Co., 10 E. Dudley St., Providence 1, R. I.
Barrett Div., Allied Chemical & Dye Corp., 40 Hector St., New York 6, N. Y.
Barlett Label Co., 2135 Portage St., Kalamazoo 25, Mich.
Bauer, Samuel, & Sons, Inc., 143 W. 29th St., New York 1, N. Y.
Beach Soap Co., 17 Mill St., Lawrence, Mass.
Beaver Pipe Tools, Inc., 310 Dana Ave., Warren, Ohio
Behrstock, L., Co., 1708-14 S. State St., Chicago 16, Ill.
Belnap & Thompson, Inc., 271 Madison Ave., New York 17, N. Y.
Bemis Bro. Bag Co., 408 Pine St., St. Louis 2, Mo.
Benda Products, Inc., 120 Potter St., Cambridge 42, Mass.
Bendix Aviation Corp., Flexible Hose Div., U. S. Route 6, Teterboro, N. J.
Benton Sol-Temp Co., 2322 12th Ave., N., Birmingham, Ala.
Benwall Mfg. Co., Inc., 2859 Atlantic Ave., Brooklyn 7, N. Y.
Bergen Machine Tool Co., Inc., Radne Unit Springs Div., 189 Franklin Ave., Nutley 10, N. J.
Berger Mfg. Div., Republic Steel Corp., 1038 Belden Ave., N. E., Canton 5, Ohio
Berlout Mfg. Co., 421 Monroe St., Marion, Ohio
Bernard-Franklin Co., Inc., 3000 E. Hedley St., Philadelphia 37, Pa.
Bersworth Chemical Co., Waverly St., Farmingham, Mass.
Bertsch & Co., Cambridge City, Ind.
Besley Corp., 4053 Harlan St., Emeryville 8, Cal.
Best Coat & Apron Mfg. Co., Inc., 408 E. 59th St., New York 22, N. Y.
Best Forms Co., 10 Grace St., P. O. Box 736, Wilmington, N. C.
Best Textile Co., 408 E. 59th St., New York 22, N. Y.
Bestway Shine Removal Co., Inc., 416 Madison Ave., New York 17, N. Y.
Better Packages, Inc., 254 Canal St., Plant No. 2A, Shelton, Conn.
Bigelow Chemical Products Corp., 98 Bigelow St., Quincey 69, Mass.
Bigelow-Sanford Carpet Co., 136 Madison Ave., New York 16, N. Y.
Bishop Freeman Co., 1600 Foster Ave., Evanston, Ill.
Blackmer Pump Co., 1809 Century Ave., S. W., Grand Rapids 7, Mich.
Blair Hunt Co., 134 McDonald Ave., Albertville, Ala.
Blenco Co., 885 Flatbush Ave., Brooklyn, N. Y.
Bock Laundry Machine Co., 3600 Summit, Toledo 11, Ohio
Boiler Engineering & Supply Co., Inc., Manavon St., Phoenixville, Pa.
Boilertrol Corp., 798 Third Ave., Brooklyn 32, N. Y.
Bomar Laboratories Ltd., Sheridan Rd., at Winona, Chicago 40, Ill.
Bomarc Industries, Inc., 17 Nassau Ave., Inwood 96, N. Y.
Bond Foundry & Machine Co., Manheim, Pa.
Bonis Bros. Fur Machinery Corp., 312 Seventh Ave., New York 1, N. Y.
Bonn, F. H., Co., 111 N. Hickory Ave., Arlington Heights, Ill.
Borae, Scrymgeour Co., 632 S. Front St., Elizabeth, N. J.
Bostitch, Inc., Briggs Drive, East Greenwich, R. I.
Boston Clip & Tag Co., 48 Grove St., Somerville 44, Mass.
Bostwick-Batterson Co., 315-23 N. 12th St., Philadelphia 7, Pa.
Bostwick Laboratories, 706 Bostwick Ave., Bridgeport 5, Conn.
Boyetown Auto Body Works, Third & Walnut Sts., Boyertown, Pa.
Brady Conveyors Corp., 20 W. Jackson Blvd., Chicago 4, Ill.
Braun Brush Co., 8833 78th St., Woodhaven 21, N. Y.
Braun, G. A., Inc., 461 E. Brighton Ave., Syracuse, N. Y.
Braun, Philip, N., 2204 Erie Blvd., East, Syracuse 1, N. Y.
Brenew Co., Platteville, Wisc.
Bressler Engineering Service, 509 N. Fourth Ave., P. O. Box 111, Oregon 1, Ill.
Breuer Electric Mfg. Co., 5100 N. Ravenswood Ave., Chicago 40, Ill.

Bridgeport Brass Co., 30 Grand St., Bridgeport 2, Conn.
Bristol Co., Waterbury 91, Conn.
Brooks, Alfred J., 184 Dent St., West Roxbury, Boston, Mass.
Bros, Wm., Boiler & Mfg. Co., 1057 10th Ave., S.E., Minneapolis 14, Minn.
Brown & Bigelow, Div., Standard Packaging Corp., 1286 University Ave., St. Paul 4, Minn.
Brown, Dayton T., Inc., 1305 Strong's Rd., Copiague, L. I., N. Y.
Brownell Co., 450 N. Findlay St., Dayton 1, Ohio
Brumber & Zinnel, 6211 N. Bay Ridge Ave., Milwaukee, Wisc.
Bruner Corp., 4767 N. 32nd St., Milwaukee 9, Wisc.
Brunner Div., Dunham-Bush, Inc., 179 South St., West Hartford 10, Conn.
Bryan Steam Corp., Chile Pike, Peru, Ind.
Bryant Heater Div., Affiliated Gas Equipment, Inc., 17825 St. Clair Ave., Cleveland 10, Ohio
Buffalo Meter Co., 2917 Main St., Buffalo 14, N. Y.
Bunn, B. H., Co., 7605 Vincennes Ave., Chicago 20, Ill.
Burcott Mills, 616 W. Fulton St., Chicago 6, Ill.
Burroughs Adding Machine Co., 6071 Second Ave., Detroit 32, Mich.
Bussard, R. D., & Son, 505 E. Fifth Ave., Albany, Ore.
Butler Engineering Co., 2612 Rousseau St., New Orleans 13, La.

C & C Manufacturers & Distributors, Inc., 1201-07 Hord St., Dallas 2, Texas
C & H Electric Co., 436 W. Juneau Ave., Milwaukee 3, Wisc.
C. O. D. Cleaning & Dyeing Co., Davenport, Iowa
Cade Paper & Bag Corp., 58 Sedgewick St., Brooklyn 2, N. Y.
Cadillac Engineering, 5101 Alexander Drive, Fort Wayne, Ind.
Caldwell, W. E., Co., 2001 Brook St., Louisville 8, Ky.
Caled Products Co., Inc., 4200 Bladensburg Blvd., Brentwood, Md.
Calgon Co., Div. Hagan Chemicals & Controls, Inc., 323 Fourth Ave., Pittsburgh 22, Pa.
California Laundry Equipment Co., 2221 Union St., Oakland, Cal.
Callaway Mills, Inc., 293 Fifth Ave., New York 16, N. Y.
Calleite Distributors and Supply, Inc., 539 W. 69th Street, Chicago 21, Ill.
Calusa Chemical Co., 801 E. Macy St., Los Angeles 12, Calif.
Camp Co., 9300 Sagamar St., Chicago 20, Ill.
Campbell Box & Tag Co., Sample & Guide Sts., South Bend 23, Ind.
Campbell, J. A., Co., 645 E. Wardlow Rd., Long Beach 7, Cal.
Canton Stoker Corp., 1200 Andrew Pl., Canton 1, Ohio
Canvas Specialty Co., P. O. Box 937, Hartford 1, Conn.
Capital Poster Service, Inc., 449 Broadway, New York 1, N. Y.
Cappel, MacDonald & Co., 30 E. 60th St., New York 1, N. Y.
Cardboard & Paper Specialties, Inc., P. O. Box 23023, Indianapolis 23, Ind.
Carey, Philip, Mfg. Co., Lockland St., Cincinnati 15, Ohio
Carey Salt Co., Carey Bldg., Hutchinson, Kans.
Carlson Chemical Co., Inc., 33 Commerce St., New York 14, N. Y.
Carlyle Rubber Co., Inc., 64 Park Pl., New York 1, N. Y.
Carnegie-Illinois Steel Corp., Carnegie Bldg., Pittsburgh 30, Pa.
Carolyn Chemical Co., 1987 E. Main St., Columbus 5, Ohio
Carrier Corp., 300 S. Geddes St., Syracuse, N. Y.
Carry-Pack Co., Ltd., 9525 Irving Park Rd., Schiller Park, Ill.
Carvas Textile Co., 5699 Rising Sun Ave., Philadelphia 20, Pa.
Carter's Ink Co., 239 First St., Cambridge 42, Mass.
Caruso, Malis & Worm, 300 W. Washington St., Chicago 6, Ill.
Carver Pump Co., Hershey & Green Sts., Muscatine, Iowa
Cash, A. W., Valve Mfg. Corp., 666 E. Wabash Ave., Decatur, Ill.
Cash, J. & J., Inc., Chestnut St., South Norwalk, Conn.
Caterpillar Tractor Co., 350 Fifth Ave., New York, N. Y.
Central Brass Mfg. Co., 2950 E. 55th St., Cleveland 4, Ohio
Central Dyeing Co., 1550 Dickson Ave., Scranton 9, Pa.
Central Soap Co., 689 Hampden Ave., St. Paul 4, Minn.
Central States Paper & Bag Co., Inc., 5221 Natural Bridge Ave., St. Louis 13, Mo.
Cenize, 2224 63rd St., Kenosha, Wisc.
Century Electric Co., 1806 Pine St., St. Louis 3, Mo.

Century Paper Products Co., 2542 N. Elston, Chicago, Ill.
Cepi-American, Inc., 7767 North Ave., River Forest, Ill.
Certified Chemical & Equipment Co., 5366 St. Clair Ave., Cleveland 3, Ohio.
Chace Valve Div., American Laundry Machinery Co., Norwood Station, Cincinnati 12, Ohio
Chainveyor Corp., 5618 E. Washington Blvd., Los Angeles 22, Cal.
Challenge-Cook Bros., Inc., 3334 San Fernando Rd., Los Angeles 65, Cal.
Challenge Marking Tag Co., 3917-21 W. Jefferson Blvd., Los Angeles 16, Cal.
Champion Implement Corp., 45 W. 45th St., New York 19, N. Y.
Chandler Machine Co., 1000 West St., Ayer, Mass.
Change-O-Matic Corp., 660 First Ave., New York 16, N. Y.
Chapman Suede & Leather Refinishers, 1307 Franklin Ave., Wichita, Kans.
Charleston Rubber Co., 23 Stark Industrial Park, Charleston, S. C.
Charlotte Leather Belting Co., 314-B E. Sixth St., Charlotte 1, N. C.
Chase Brass & Copper Co., 236 Grand St., Waterbury 20, Conn.
Chatillon, John, & Sons, 89 Cliff St., New York 38, N. Y.
Chattanooga Pharmacal Co., Inc., 2400 Dayton Blvd., Chattanooga, Tenn.
Checking System Co., 515 S. Walker St., Columbia, S. C.
Chek Products, Inc., 31 Nassau Pl., East Orange, N. J.
Chelsea Fan & Blower Co., 639 South Ave., Plainfield, N. J.
Chemumpump Corp., 1300 E. Mermaid Lane, Philadelphia 18, Pa.
Chenstrand Corp., The, 350 Fifth Ave., New York 1, N. Y.
Chevin, Samuel, Co., Inc., 2721 N. Halsted St., Chicago 4, Ill.
Chevrolet Motor Div., General Motors Corp., Detroit 2, Mich.
Chicago Dryer Co., 2212 N. Pulaski Rd., Chicago 39, Ill.
Chicago Laundry & Cleaners Supply Co., 1310 E. 75th St., Chicago 19, Ill.
Chicago New & Used Laundry Equipment Co., 3128 W. Lake St., Chicago 12, Ill.
Chicago Pump Co., 2300 Wolfram St., Chicago 18, Ill.
Chicago Transparent, Inc., 4806 W. Chicago Ave., Chicago 51, Ill.
Chisholm-Moore Hoist Div., Columbus McKinnon Corp., Fremont Ave., Tonawanda, N. Y.
Chloral Chemical Corp., 171 Lombardy St., Brooklyn 22, N. Y.
Chrysler Corp., Airtemp Div., 1119 Leo St., Dayton, Ohio
Chrysler Corp., Amplex Div., 6501 Harper Ave., Detroit 31, Mich.
Ciba Co., Inc., 627 Greenwich St., New York 14, N. Y.
Cider Corp., 44 Sherman Ave., Jersey City 7, N. J.
Cincinnati Marking Tag & Supply Mfg. Co., 12 E. Ninth St., Cincinnati 2, Ohio
Cincinnati Repair Service, 413 Race St., Cincinnati, Ohio
Cinti Suede & Leather Cleaners, 8581 Cheviot Rd., Cincinnati, Ohio
Cissell, W. M., Mfg. Co., Inc., 831 S. First St., Louisville 1, Ky.
Clara Fan Co., North & Porter Sts., Kalamazoo 16, Mich.
Clark Mfg. Co., 1830 E. 38th St., Cleveland 14, Ohio
Clarke Floor Machine Co., 30 E. Clay Ave., Muskegon, Mich.
Clayton Mfg. Co., 401 N. Temple City Blvd., El Monte, Cal.
Cleaners Hanger Co., 18140 James Couzens Highway, Detroit 35, Mich.
Cleaners Sales & Equipment Corp., 135 Kent Ave., Brooklyn 11, N. Y.
Cleaners Specialties Supplies Co., 6615 N. Fairfield Ave., Chicago 45, Ill.
Clear-View Packaging Co., 8218 Stony Island Ave., Chicago 17, Ill.
Clearer-Brooks Co., 326 E. Keefe Ave., Milwaukee 12, Wisc.
Clesco National, Inc., 249 W. Mitchell Ave., Cincinnati 32, Ohio
Cleveland Garment Hanger Co., 8205 Madison Ave., Cleveland 2, Ohio
Cleveland Heater Co., 2310 Superior Ave., Cleveland, Ohio
Cleveland Lathe & Machine Co., 5400 Brookpark Rd., Cleveland 29, Ohio
Cleveland Rug Cleaning Machinery Co., 5618 Hamlet Ave., Cleveland 4, Ohio
Clinton Corn Processing Co., Clinton, Iowa
Clinton Products Co., Clinton 7, Mich.
Clipper Belt Lacer Co., 974 Front Ave., N.W., Grand Rapids 2, Mich.
Clopy Corp., Clopy Sq., Cincinnati 14, Ohio
Clorox Chemical Co., 850 42nd Ave., Oakland 1, Cal.
Clothes-A-Clean Mfg. Corp., 5600 N. W. 2nd Ave., Miami, Fla.
Coastal Chemical Corp., 685 River Drive, Garfield, N. J.
Coates Electric Mfg. Co., 3610 First Ave. S., Seattle 4, Wash.
Coat Retainer Co., P. O. Box 7021, San Antonio 10, Texas

MANUFACTURERS

Cochrane Corp., 3252 N. 17th St., Philadelphia 32, Pa.
 Coe Mfg. Co., Bank St., Painesville, Ohio
 Coffman Mfg. Corp., 531 Milwaukee Ave., Chicago 22, Ill.
 Cole Leather Cleaners of America, 1287 Second Ave., New York 21, N. Y.
 Colgate-Palmolive Co., 300 Park Ave., New York 22, N. Y.
 College Chemical Co., 16 Brooks Park, Medford, Mass.
 Colmae Industries, Inc., 119 S. Oak St., Colville, Wash.
 Colonial Envelope Co., Inc., 24 East 22nd St., New York, N. Y.
 Colonial Rubber Co., Ravenna, Ohio
 Colorado Tent & Awning Co., 1642 Lawrence St., Denver 2, Colo.
 Colson Corp., Cedar & Pine Sts., Elyria, Ohio
 Columbia Appliance Corp., 47-47 35th St., Long Island City, N. Y.
 Columbia Boiler Co. of Pottstown, Box 230, Pottstown, Pa.
 Columbia Laundry Machinery Co., 1313-19 Truman Rd., Kansas City, Mo.
 Columbia Sewing Machine Corp., 129-131 W. 22nd St., New York 3, N. Y.
 Columbia-Southern Chemical Corp., One Gateway Center, Pittsburgh 22, Pa.
 Columbus Lace Cleaning Co., 49 Greenlawn Ave., Columbus, Ohio
 Columbus Revealers, 7651 N. E. Second Ave., Miami, Fla.
 Combustion Control Corp., 77 Broadway, Cambridge 42, N. Y.
 Combustioner Div., Steel Products Engineering Co., 1205 W. Columbia St., Springfield, Ohio
 Combustion Engineering Co., Inc., 200 Madison Ave., New York, N. Y.
 Comer Co., 308 Ivy St., N. E. Atlanta 1, Ga.
 Comet Envelope & Paper Co., Inc., 5 E. 17th St., New York 10, N. Y.
 Commercial Filters Corp., 2 Main St., Melrose 76, Mass.
 Commercial Heater Co., Box 7294, Fort Worth 11, Texas
 Commercial Investment Trust, Inc., 1 Park Ave., New York 16, N. Y.
 Competition Chemicals, Box 141, Iowa Falls, Iowa
 Conco Engineering Works, Div. H. D. Conkey & Co., 1900 Orange St., Mendota, Ill.
 Concord Chemical Co., Inc., 205 S. Second St., Camden 1, N. J.
 Cone Mills, Inc., 59 Worth St., New York 13, N. Y.
 Connolly, J. J., Inc., 457 W. 40th St., New York 18, N. Y.
 Connors, P. A. Co., Box 123, Smethport, Pa.
 Conrad Embroidery Co., 523 30th St., Union City, N. J.
 Con-Secu-Tag, Inc., 27 Hooper St., Brooklyn 11, N. Y.
 Container Development Corp., 425 Montgomery St., Watertown, Wis.
 Containerboard & Kraft Paper Div., Continental Can Co., 530 Fifth Ave., New York 36, N. Y.
 Con-Tex, Inc., 1336 Edna St., S.E., Grand Rapids, Mich.
 Continental Can Co., 100 E. 42nd St., New York 17, N. Y.
 Continental Car-Na-Var Corp., P. O. Box 344, Brazil, Ind.
 Controls Co. of America, 9555 Soreng Ave., Schiller Park, Ill.
 Conway Thread Co., 14720-24 Fenkell, Detroit 27, Mich.
 Cook Machinery Co., Inc., 4301 S. Fitzhugh, Dallas 10, Texas
 Cook's Adams, Sons, Inc., 5 N. Stiles St., Linden, N. J.
 Coolidge, John E. Co., 2508 W. Slauson Ave., Los Angeles 43, Calif.
 Cooper-Bessemer Corp., N. Sandusky St., Mt. Vernon, Ohio
 Cornell Belting Co., 440 N. Wells St., Chicago 10, Ill.
 Cornell Paperboard Products Co., Div. St. Regis Paper Co., 1514 E. Thomas Ave., Milwaukee 2, Wis.
 C-O-Two, U. S. Highway 1, Newark 1, N. J.
 Coventry Products Co., Inc., 4041 Okalona Rd., Cleveland 21, Ohio
 Cowles Chemical Co., 7016 Euclid Ave., Cleveland 5, Ohio
 Crane Co., 836 S. Michigan Ave., Chicago 5, Ill.
 Cravenette Co., U. S. A., 60 Romanelli Ave., South Hackensack, N. J.
 Crawford Fitting Co., 884 E. 140th St., Cleveland, Ohio
 Crescent Belt Fastener Co., 480 Lexington Ave., New York 17, N. Y.
 Crowlson Co., 626 S. Clark St., Chicago 5, Ill.
 Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works, Ampere, N. J.
 Crosby Steam Gauge & Valve Co., 10 Roland St., Boston 29, Mass.
 Croton Chemical Corp., 114 Liberty St., New York 6, N. Y.
 Crown Mfg. Co., 1025 N. Sixth St., St. Louis 1, Mo.
 Crucible Steel Co. of America, P. O. Box 88, Pittsburgh 30, Pa.
 Culligan, Inc., 1810 Shermer Rd., Northbrook, Ill.
 Cummings-Landau Laundry Machinery Co., Inc., 305-17 Ten Eyck St., Brooklyn 6, N. Y.
 Cupples-Hess Corp., 4175 N. Kingshighway Blvd., St. Louis 15, Mo.
 Curry, J. W., Co., 2615 Cummins St., Cincinnati 25, Ohio

Curtis Mfg. Co., 1905 Kienlen Ave., St. Louis 33, Mo.
 Custom Engineering Co., 3138 W. Slauson Ave., Los Angeles 43, Calif.
 Custom Fur Service, Inc., Second Ave. at 109th St., Troy, N. Y.
 Custom-Helenizing Leather, 310 Prospect St., Trenton, N. J.
 Custom Leather Refinishers, 310 Prospect St., Trenton, N. J.
 Cutler-Hammer, Inc., 315 N. 12th St., Milwaukee 1, Wis.
 Cyclotherm Div., National U. S. Radiator Corp., 157 E. First St., Oswego, N. Y.

D

D. & R. Controls, 220 First St., N. E., Cleveland, Tenn.
 Dakota Chemical Co., Arberden, S. D.
 Daniels, C. R., Inc., Daniels, Md.
 Darco Dept. (Atlas Powder Co.), 60 E. 42nd St., New York 17, N. Y.
 Darman Mfg. Co., Inc., 1410 Lincoln Ave., Utica, N. Y.
 Darnell Corp., Ltd., 12000 Woodruff Ave., Downey, Calif.
 Davies, D. W. & Co., 1405-16th St., Racine, Wis.
 Davies-Young Soap Co., 705 Albany St., Dayton 1, Ohio
 Davis Emergency Equipment Co., Inc., 45 Hallock St., Newark 4, N. J.
 Davis Engineering Corp., 1604 E. Grand St., Elizabeth 4, N. J.
 Davis, K. H. Mfg. Corp., 2415 E. 23rd St., Los Angeles 11, Calif.
 Davis Regulator Co., 2663 W. 25th Pl., Chicago 8, Ill.
 Davis-Weil Mfg. Co., 931 S. Front St., Memphis 3, Tenn.
 Deal Products, Inc., 635 Industrial Drive, Easton, Pa.
 Dean Hill Pump Co., 4000 E. 16th St., Indianapolis 7, Ind.
 DeBothezat Fans Div., American Machine & Metals, Inc., East Moline, Ill.
 Decatur Pump Co., 2750 Nelson Park Rd., Decatur, Ill.
 Deep Rock Oil Corp., 155 N. Clark St., Chicago 90, Ill.
 Deer Park Cleaners, 7110 Blue Ash Ave., Cincinnati, Ohio
 Defender Instrument & Regulator Co., Booday, Wis.
 Dejour Electric Works, 124 Bleeker St., New York 12, N. Y.
 De Kalb Commercial Body Corp., Garden St., De Kalb, Ill.
 Delan Co., 421 E. Fourth South St., Salt Lake City 2, Utah
 De Laval Steam Turbine Co., 853 Nottingham Way, Trenton 2, N. J.
 Dello Products Co., P. O. Box 356, Lanett 2, Ala.
 Deluxe Cleaners & Dyers, 1017 S. Third St., Phoenix, Ariz.
 Deming Co., Salem, Ohio
 Denney Tag Co., West Chester, Pa.
 Dennison Mfg. Co., 300 Howard St., Farmingham, Mass.
 Denominator Co., 261 Broadway, New York, N. Y.
 Detector Scales, Inc., 540 Park Ave., Brooklyn 5, N. Y.
 Detex Watchclock Corp., 76 Varick St., New York 13, N. Y.
 Detroit Belt Lacer Co., 3951 A St., Detroit 16, Mich.
 Detrex Chemical Industries, Inc., 14331 Woodrow Wilson Ave., P. O. Box 501, Detroit 32, Mich.
 Detroit Stoker Co., General Motors Bldg., Detroit, Mich.
 DeVilbiss Co., 300 Phillips Ave., Toledo 1, Ohio
 Devore & Reynolds Co., Inc., 44th St. & First Ave., New York, N. Y.
 Dewey-Shepard Boiler Co., 1311 N. Capital Ave., Indianapolis 2, Ind.
 DeWitt Glove Co., 24865 Northwestern Highway, Detroit, Mich.
 Diamond Alkali Co., 300 Union Commerce Bldg., Cleveland 14, Ohio
 Diamond Chain Co., Inc., 402 Kentucky Ave., Dept. 442, Indianapolis 7, Ind.
 Diamond Chemical Co., 720 Clementine St., San Francisco 3, Calif.
 Diamond Chemical Co., Inc., Hook Road, Bayonne, N. J.
 Diamond Metal Products Co., 406 Market St., St. Louis 2, Mo.
 Diamond T Motor Co., 4401 W. 26th St., Chicago 23, Ill.
 Diamond Wire Hanger Co., 644 Garfield Ave., Springfield, Pa.
 Dicalite Dept., Great Lakes Carbon Corp., 612 S. Flower St., Los Angeles 17, Calif.
 Dico Co., 200 S. W. 16th St., Des Moines 5, Iowa
 Diehl Mfg. Co., Electrical Div. Singer Mfg. Co., 1136 Finnerde Ave., Somerville, N. J.
 Diem & Wing Paper Co., Gilbert Ave. Viaduct, Cincinnati 2, Ohio
 Dillard Paper Co., 524 Ashe St., Greensboro, N. C.
 Dipcraft Mfg. Co., 1238 Voskamp St., Pittsburgh 12, Pa.

Ditmas Garment Dyers Corp., 9528-30 Ditmas Ave., Brooklyn 12, N. Y.
 Divco Truck Div., Divco-Wayne Corp., 22000 Hoover Rd., Detroit 5, Mich.
 Dixie Hanger Co., Subsidiary United Paper Co., Inc., 1000 Chartes St., New Orleans 16, La.
 Divco Co., Inc., 158 Central Ave., Rochelle Park, N. J.
 Dixon Boiler Works, 1625 Naud St., Los Angeles, Calif.
 Doctor Boiler, Inc., 4307 Main St., Dallas, Texas
 Dodge Div., Chrysler Corp., 7900 Jos. Campeau (Hamtramck), Detroit 31, Mich.
 Dodson, Bruce & Co., 25th & Wyandotte Sts., Kansas City 41, Mo.
 Donnell Co., P. O. Box 84, St. Joseph, Mich.
 Dover Stamping Co., 80 Federal St., Boston 10, Mass.
 Dow Chemical Co., The Abbott Road Bldg., Midland, Mich.
 Draper-Eze Equipment Co., 110-112 E. Sixth St., Erie, Pa.
 Dravo Corp., 300 Penn Ave., Pittsburgh 22, Pa.
 Dresser Mfg. Div., Dresser Industries, Inc., 41 Fisher Ave., Bradford, Pa.
 Drew, E. F., & Co., Inc., 15 E. 26th St., New York 10, N. Y.
 Driair Process Machinery Co., Penn & Ruan Sts., Philadelphia 24, Pa.
 Drico Industrial Corp., 29 Broadway, New York 6, N. Y.
 Dri Flo Mfg. Co., 642 E. Ten Mile Rd., Hazel Park, Mich.
 Driscoll Co., 251 Causeway St., Boston 14, Mass.
 Dublin Collar Co., 40 E. 41st St., New York, N. Y.
 Duffen Dye Works, 2213 County St., Portsmouth, Va.
 Dunham-Bush, Inc., 179 South St., West Hartford, Conn.
 Duo-White Co., S. Jefferson Rd., Whippany, N. J.
 Du Pont de Nemours, E. I. & Co., Inc., Electrochemicals Dept., 1007 Market St., Wilmington 1, Del.
 Duraclean Dealers of America, 8-52 Duraclean Bldg., Deerfield, Ill.
 Dura-Lee Corp., 908 Broadway, Kansas City, Mo.
 Durant Mfg. Co., 1925 N. Buflum St., Milwaukee 1, Wis.
 Dura-Tech Chemical Mfrs., 126 25th Ave., San Mateo, Calif.
 Duro Envelope Co., 24 E. 22nd St., New York 10, N. Y.
 Dustex Corp., 35 W. Dakota St., Denver 23, Colo.
 Dwyer, F. W., Mfg. Co., 317 S. Western Ave., Chicago 12, Ill.
 Dyer Co., The Box 699, Carrollton, Texas
 Dyo Chemical Co., 2200 S. Central Expressway, Dallas, Texas

E

Eagle Belting & Leather Co., 1401 Central Parkway, Cincinnati 14, Ohio
 Eagle Mfg. Co., 25th & Charles Sts., Wellsburg, W. Va.
 Eagle-Fischer Co., 900 American Bldg., Cincinnati 1, Ohio
 East-Kleen Products, 196 Main St., Toronto 13, Ontario, Canada
 Eastern Cyclone Conveyor System, Inc., 876 Van Houten Ave., Clifton, N. J.
 Easy Industries, 162 N. Clinton St., Chicago 6, Ill.
 Eaton Chemical & Dyestuff Co., 1490 Franklin St., Detroit 7, Mich.
 Ebeo Mfg. Co., 401 W. Town St., Columbus, Ohio
 Economy Tablet & Paper Co., 1514 W. Lake St., Chicago, Ill.
 Eclipse Boiler Div., Manufacturers Rd. & Compress Sts., Chattanooga 5, Tenn.
 Eclipse Combustion Div., Eclipse Fuel Engineering Co., 1100 Buchanan St., Rockford, Ill.
 Eclipse Pioneer Div., Bendix Aviation Corp., Teterboro, N. J.
 Economy Hanger Machine & Equipment Co., 3670 El Cajon Blvd., San Diego, Calif.
 Economy Tablet & Paper Co., 867 W. 14th St., Chicago, Ill.
 Econo-Pak Register Co., 1337 E. 27th St., Kansas City 8, Mo.
 Edoe Process Dry Cleaners, 166 N. Clinton Ave., Rochester 4, N. Y.
 Edelmuth Mfg. Chemists, 324 Alden Ave., New Haven 15, Conn.
 Edmar Chemical Co., 3939 Valley Road, Cleveland 9, Ohio
 Edro Corp., New Britain, Conn.
 Edwards, Vincent, & Co., 342 Madison Ave., New York 17, N. Y.
 Edward Valves, Inc., Subsidiary Rockwell Mfg. Co., 1200 W. 145th St., East Chicago, Ind.
 Egan Cotton Mills, 866 Murphy Ave., S.W., Atlanta 4, Ga.
 Egly Register Co., 429 E. Monument Ave., Dayton 2, Ohio
 Elcco Products, Div. Weber Aircraft Corp., 8255 Compton Ave., Los Angeles 1, Calif.
 Electric Auto-Lite Co., Instrument & Gauge Div., Champlain St., Toledo 1, Ohio
 Electric City Dyeing Co., 509 Glenn St., Scranton, Pa.

Electric Steam Boiler Sales, Div. Wolf Co., Wolf Ave., Chambersburg, Pa.
 Electric Storage Battery Co., 42 S. 15th St., Philadelphia 2, Pa.
 Electro Chemical Engineering Co., Inc., P. O. Box 27, Bremen Station, St. Louis 7, Mo.
 Electro Lift, Inc., 30 Church St., New York 7, N. Y.
 Electronic Machine Co., 919 S. 5th St., Milwaukee 4, Wis.
 Elgin Softener Corp., 150 N. Grove Ave., Elgin, Ill.
 Elliott Addressing Machine Co., 143 Albany St., Cambridge 39, Mass.
 Elliott Co., Crocker-Wheeler Div., Ampere, N. J.
 Elliott, Robert, Press, Inc., 345 Ludlow St., Stamford, Conn.
 Ellis & Watts Products, Inc., P. O. Box 33, Cincinnati 36, Ohio
 Ellis Drier Co., 2444 N. Crawford Ave., Chicago 39, Ill.
 Emery Industries, Inc., Sanitone Div., 4200 Carew Tower, Cincinnati 2, Ohio
 Empire Cardboard Corp., S. Main & Maple Sts., Warehouse Point, Conn.
 Empire Cleaning & Dyeing Works, 622 Hollenbeck St., Rochester 5, N. Y.
 Empire Laundry Equipment, Inc., Camillus, N. Y.
 Empire Soap Co., Ltd., 594 Des Meurons St., St. Boniface, Manitoba, Canada.
 Endriss Chemicals, 940 N. Delaware Ave., Philadelphia 23, Pa.
 Engineering & Production Specialties, 75 Blanchard St., Jamestown, N. Y.
 Epstein's Edco Process Dry Cleaners, 166 N. Clinton Ave., Rochester, N. Y.
 Equitable Paper Bag Co., Inc., 45-50 Van Dam St., Long Island City 1, N. Y.
 Erie City Iron Works, 1422 East Ave., Erie, Pa.
 Erie Mfg. Co., 4000 S. 13th St., Milwaukee 21, Wis.
 Ernest, F. P., Mfg. Co., 1112 St. Clair Ave., East St. Louis, Ill.
 Essick Mfg. Co., 1950 Santa Fe Ave., Los Angeles 21, Calif.
 Eure & Co., Box 221, Edgewater, Md.
 Everett Sales & Equipment Corp., 251 Third Ave., New York 10, N. Y.
 Ewing Mfg. Co., 2545 N. W. 10th St., Oklahoma City, Okla.
 Ewing, R., & Sons, Inc., P. O. Box 454, Green Island, N. Y.
 Excel Products Co., 533 W. Ninth St., Davenport, Iowa
 Excelsior Machinery Co., 6175 Vermont St., Detroit 8, Mich.
 Extrudo Film Corp., 1841 Broadway, New York 23, N. Y.
 Eyre Co., 7606 Carnegie Ave., Cleveland 3, Ohio

F

Fablok Mills, Inc., 46 Cordier St., Irvington, N. J.
 Fabricon Co., 8342 S. Prairie Ave., Chicago 19, Ill.
 Fairbairn Bearing Co., Booth St., New Britain, Conn.
 Fairbanks Co., 393 Lafayette St., New York 3, N. Y.
 Fairbanks Morse & Co., Fairbanks Morse Bldg., 600 S. Michigan Ave., Chicago 5, Ill.
 Fairchild Laboratories, Plainfield, N. J.
 Fastik Co., 1106 W. Erie St., Chicago 22, Ill.
 Fawc, Inc., 1183 Jefferson Ave., Buffalo, N. Y.
 Federal Motor Truck Co., 5780 Federal Ave., Detroit, Mich.
 Felins Tying Machine Co., 3351 N. 35th St., Milwaukee 16, Wis.
 Fierman, H., & Sons, 1443 W. Grand Ave., Chicago 22, Ill.
 Fielden Instrument Corp., 2920 N. Fourth St., Philadelphia, Pa.
 Filtrol Corp., 3250 East Washington Blvd., Los Angeles 23, Calif.
 Firefly Asbestos Products Co., 175 Bergen St., Newark 3, N. J.
 Fischer & Porter Co., 35 Warminster Road, Hatboro, Pa.
 Fisher Dye Works, 1813 Emmanuel St., Houston, Texas
 Fisher, Henry, Replacement Service, P. O. Box 8082, Memphis 4, Tenn.
 Fiske Bros. Refining Co., Lubriplate Div., 129 Lockwood St., Newark 5, N. J.
 Flash Fast Marker Corp., 994 Dover Ave., Akron 20, Ohio
 Fleetwood-Airflow Div., E. L. Chrisman Co., 8255 Compton Ave., Los Angeles 1, Calif.
 Fleischer Mills, Inc., 316 E. Fifth St., Cincinnati 2, Ohio
 Fletcher Works, Inc., Glenwood Ave. & Second St., Philadelphia 40, Pa.
 Flexible Steel Lacing Co., 4607 Lexington St., Chicago 43, Ill.
 Flexonics Corp., Subs. Calumet & Hecla, Inc., E. Devon Ave., Bartlett, Ill.
 Flintkote Co., 30 Rockefeller Plaza, New York 20, N. Y.
 Flow-Master Machine Corp., 634 Dean St., Brooklyn 38, N. Y.
 Fluff 'N Puff Pillow Service of America, 1645 Hennepin Ave., Minneapolis, Minn.

Flynn & Emrich Co., 301 Holliday St., Baltimore 2, Md.
 Foam-Craft Products Co., 1164 S. Main St., Akron 19, Ohio
 Ford, Luther, & Co., 100 N. Seventh St., Minneapolis 3, Minn.
 Ford Div., Ford Motor Co., P. O. Box 658, Dearborn, Mich.
 Ford Tank Maintenance Co., Inc., 715 E. 136th St., New York 54, N. Y.
 Formula Controls, Inc., 612 W. 26th St., Chicago 16, Ill.
 Forrie Corp., 1500 W. Second St., Anderson, Ind.
 Foster-Stephens, Inc., 310 S. Christiana Ave., Chicago 24, Ill.
 Foxboro Co., 38 Neponset Ave., Foxboro, Mass.
 Franklin Mfg. Co., 2615 E. Franklin Ave., Minneapolis 6, Minn.
 Franklin Research Co., 5134 Lancaster Ave., Philadelphia 31, Pa.
 Fre-Bir-Pac, Inc., 876 Van Houten Ave., Clifton, N. J.
 Fremont Rubber Co., 317 McPherson Highway, Fremont, Ohio
 French Textile Co., 432 Ave. A, Rochester, N. Y.
 French Unique Suede Cleaners, 7611 Melrose, Los Angeles, Calif.
 Freund, Freund & Co., Inc., 102 Franklin St., New York 13, N. Y.
 Freyberg Bros.-Strauss, Inc., 419 Fourth Ave., New York 16, N. Y.
 Friend Soap Co., 2114 Southport Ave., Chicago 14, Ill.
 Frigidaire Div., General Motors Corp., 300 Taylor St., Dayton 1, Ohio
 Frontier Chemical Co., Div. Vulcan Materials Co., P. O. Box 545, Wichita 1, Kans.
 Fry Bros. Co., 3600 Cardiff Ave., Cincinnati 9, Ohio
 Frye, E. B., & Son, Wilton, N. H.
 Fulton Boiler Works, Inc., P. O. Box 122, Pulaski, N. Y.
 Fumol Corp., 49-65 Van Dam St., Long Island City 1, N. Y.
 Functional Products Div., Playtime Products, Inc., 442 N. Detroit St., Warsaw, Ind.
 Fur Feel Corp., 231 Eagle St., Brooklyn 22, N. Y.

G

G & F Mills Corp., 2839 Atlantic Ave., Brooklyn 7, N. Y.
 G & G Chemical Co., 704 W. Broadway, Hopeville, Va.
 GMC Truck & Coach Div., General Motors Corp., 660 South Blvd., E. Pontiac 11, Mich.
 Gabriel Boiler & Fabrication Co., 1428 N.W. 14th Ave., Portland 9, Ore.
 Galesburg Canvas Products, 187 W. Losey St., Galesburg, Ill.
 Gardner-Denver Co., Gardner Dr., Quincy, Ill.
 Gardner Machinery Corp., N. Andrell Terrace & Seaboard Railway, Charlotte 1, N. C.
 Garlington-Hardwick Co., 200 Peachtree Arcade Bldg., Atlanta 3, Ga.
 Garment Finishing Equipment Corp., 18 Brattle St., Cambridge 38, Mass.
 Garment Hanger Co., 2624 Geraldine St., Los Angeles 11, Calif.
 Gasway Corp., 6463 N. Ravenswood Ave., Chicago 26, Ill.
 Gates Rubber Co., 999 S. Broadway, Denver 17, Colo.
 Gaylord Container, Div. Crown Zellerbach Corp., 111 N. Fourth St., St. Louis 2, Mo.
 General Aniline & Film Corp., Special Products Sales Div., 444 Madison Ave., New York 22, N. Y.
 General Boiler Equipment Corp., 2651-53 Gravois St., St. Louis 18, Mo.
 General Chemical Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.
 General Clarifier Corp., 103 Park Ave., New York 17, N. Y.
 General Clarifier Corp., 841 E. 43rd St., Brooklyn 10, N. Y.
 General Cleaners Products Co., 410 N. Kedzie Ave., Chicago 12, Ill.
 General Control Co., 1200 Soldiers Field Rd., Boston 34, Mass.
 General Detroit Corp., 2272 E. Jefferson St., Detroit 7, Mich.
 General Dyeing Co., Inc., 818 Dorman St., Indianapolis 2, Ind.
 General Dyestuff Corp., 435 Hudson St., New York 14, N. Y.
 General Electric Co., 1 River Rd., Schenectady 5, N. Y.
 General Electric Co., Air Conditioning Dept., 5 Lawrence St., Bloomfield, N. J.
 General Electric Co., Lamp Dept., Nela Park, Cleveland, Ohio
 General Equipment Co., Highway 14 East, Owatonna, Minn.
 General Luminiscent Corp., 732 S. Federal St., Chicago 5, Ill.
 General Metals, Inc., 858 Goldsboro St., Greensboro, N. C.
 General Motors Corp., General Motors Bldg., Detroit 2, Mich.

General Pacific Corp., 1501 E. Washington Blvd., Los Angeles 21, Calif.
 General Scientific Equipment Co., 27th & Huntingdon Sts., Philadelphia 32, Pa.
 Gerber Mfg. Co., 1602 W. Sixth St., Mishawaka, Ind.
 Germaclean, Inc., 431 Niagara St., Buffalo 1, N. Y.
 Germain's Inc., Twist-Ems Div., Los Angeles 21, Calif.
 Giant Wash, Inc., 903 E. Douglas, Wichita 2, Kansas
 Gibraltar Fabrics, Inc., 254 36th St., Brooklyn 32, N. Y.
 Gibraltar Products Co., 945 Atlantic Ave., Brooklyn 38, N. Y.
 Gifford, H. M., Mfg. Co., 2732 B St., Philadelphia 34, Pa.
 Gilcor Mfg. Co., Inc., 3 E. Palisade Ave., Englewood, N. J.
 Glamorene, Inc., 10 E. 44th St., New York 17, N. Y.
 Glenzip Co., 1426 W. 3rd St., Cleveland 13, Ohio
 Glidden Co., 11001 Madison Ave., Cleveland 2, Ohio
 Gliss'n Products Co., Inc., 11131 Michigan Ave., Chicago 28, Ill.
 Globe Ticket Co. of New England, 620 Commonwealth Ave., Boston 15, Mass.
 Globe Weaving Co., 17 N. State St., Chicago, Ill.
 Glove Cleaning Service, 2132 W. 15th St., Cleveland, Ohio
 Glover, Bill, Inc., 5204 Truman Rd., Kansas City 27, Mo.
 Gohn-Anderson Valve Specialty Co., 1232 Ridge Ave., Pittsburgh 83, Pa.
 Goldman Mfg. Co., 13697 Elmira, Detroit 27, Mich.
 Goldman Pressing Machine Corp., 400 W. Broadway, New York 12, N. Y.
 Goodman, A., & Co., 742-46 E. 75th St., Chicago 19, Ill.
 Goodrich, B. F., Co., 500 S. Main St., Akron 18, Ohio
 Goodyear Tire & Rubber Co., Akron, Ohio
 Gorton Heating Corp., Cranford, N. J.
 Goulds Pumps, Inc., 300 Fall St., Seneca Falls, N. Y.
 Graton & Knight Co., 356 Franklin St., Worcester 4, Mass.
 Graver Tank & Mfg. Co., Inc., 4809 Tod Ave., East Chicago, Ind.
 Graves & Marshall Co., 720 E. Monument Ave., Dayton 2, Ohio
 Great Eastern Paper Converters, Inc., 38-60 Review Ave., Long Island City 1, N. Y.
 Great Lakes Carbon Corp., 612 S. Flower St., Los Angeles 17, Calif.
 Greaves Machine Tool Co., 2001-17 Eastern Ave., Cincinnati 2, Ohio
 Green, A. P., Fire Brick Co., Mexico, Mo.
 Greenville Chemical Co., 133 Bennett St., P. O. Box 1087, Greenville, S. C.
 Greenwald, H. Co., 1340 Metropolitan Ave., Brooklyn 36, N. Y.
 Greif Bros. Cooperage Corp., Wire Garment Hanger Div., Pennsylvania Ave., Delaware, Ohio
 Griffin Chemical Corp., 115 N. Water St., Peekskill, N. Y.
 Grimes Co., 2900 Main St., Dallas 1, Texas
 Gronauer, M. H., Co., 11 Nettleton, Memphis 2, Tenn.
 Gross Machinery Co., Inc., 742 Hertel Ave., Buffalo 16, N. Y.
 Guardian Better-Pak Corp., 84 Junius St., Brooklyn 12, N. Y.
 Gulf Oil Corp.-Gulf Refining Co., 3800 Gulf Bldg., Pittsburgh 30, Pa.
 Gummed Tape & Devices Co., 1069 Rogers Ave., Brooklyn, N. Y.
 Gustin-Kramer Co., 74-80 Cummington St., Boston 15, Mass.
 Guth, Edwin F., Co., 2615 Washington Ave., St. Louis 3, Mo.

H

H. & A. Sizing Co., 323 N. Loomis, Chicago 7, Ill.
 Hackib Bleach Co., Wynnfield Ave., Philadelphia 31, Pa.
 Haertel, Walter, Co., 2840 Fourth Ave., S., Minneapolis 8, Minn.
 Hagan Corp., 323 Fourth Ave., Pittsburgh 22, Pa.
 Hall, Amos H., & Sons, 5500 N. Water St., Philadelphia 20, Pa.
 Hall Mfg. Co., Brookline, N. H.
 Hamilton Caster & Mfg. Co., 1637 Dixie Highway, Hamilton, Ohio
 Hamilton Copper & Brass Works, 820 State Ave., Cincinnati 4, Ohio
 Hammel-Dahl Co., 247 Richmond St., Providence 3, R. I.
 Hammond Laundry-Cleaning Machinery Co., 220 S. 2nd St., P. O. Box 1160, Waco, Texas
 Handy Button Machine Co., 2255 S. Rockwell St., Chicago 8, Ill.
 Handy Specialties, 9159 W. Pico Blvd., Los Angeles 35, Calif.
 Hanscom, H. F., & Co., 38 Hospital St., Providence 3, R. I.

MANUFACTURERS

Hapman-Dutton Co., 630 Gibson St., Kalamazoo 6, Mich.
 Harloff Mfg. & Supply Co., P. O. Box 4175, Knob Hill St., Colorado Springs, Colo.
 Harris Bros. Mfg. Co., Inc., 20-22 Groton Ave., Cortland, N. Y.
 Harrison, Robert D., Inc., 566 E. Warren Ave., Detroit 2, Mich.
 Hartford Co., The, 1407 Park St., Hartford, Conn.
 Hauser-Stander Tank Co., 4838 Spring Grove Ave., Cincinnati 32, Ohio
 Hayes Co., The, Life & Casualty Tower, Nashville 3, Tenn.
 Haynes Stellite Co., Unit of Union Carbide & Carbon Corp., 30 E. 42nd St., New York 17, N. Y.
 Hays Corp., 742 E. Eighth St., Michigan City, Ind.
 Healy-Ruff Co., 2255 University Ave., St. Paul 4, Minn.
 Heinemann Electric Co., Pennsylvania Ave. & Plum St., Trenton 2, N. J.
 Heller, B. & Co., 3925 Calumet Ave., Chicago 15, Ill.
 Hemingway & Bartlett Mfg. Co., 500 Fifth Ave., New York 35, N. Y.
 Henlein Bros. Co., Dept. L-J - 205 W. Fourth St., Cincinnati 2, Ohio
 Henriel, Fritz, Inc., 20 Maple St., Canton, Mass.
 Henrici Laundry Machinery Co., 11 Henriel St., Mattapan P. O., Boston 28, Mass.
 Henry Hanger Co. of America, 450 Seventh Ave., New York 1, N. Y.
 Hepping's Suede & Leather Cleaning, 3469 W. Fourth Ave., Denver, Colo.
 Hercules Laundry Machinery Co., Inc., 132-36 W. 124th St., New York 27, N. Y.
 Hercules Powder Co., Huron Milling Div., 900 Market St., Wilmington 99, Del.
 Heritage Mfg. Co., 604 Heritage Bldg., Ft. Worth, Texas
 Hettrick Mfg. Co., 1401 Summit St., Toledo 12, Ohio
 High Chemical Co., Chemical Specialties Div., 1760 N. Howard St., Philadelphia 22, Pa.
 Hild Floor Machine Co., Inc., 1217 W. Washington Blvd., Chicago 7, Ill.
 Hinz Needle Co., 10018 S. Rhodes Ave., Chicago 26, Ill.
 Hirsch, Sydney L., Co., 6020 Euclid Ave., Cleveland 5, Ohio
 hi-Tone Soap Co., Randolph, Neb.
 Hobade Associates, P. O. Box 923, New Brunswick, N. J.
 Hodges, Jack, Specialty Co., 1529 Westheimer Rd., Houston 6, Texas
 Hoffman International Inc., 107 Fourth Ave., New York 3, N. Y.
 Hollingsworth & Vose Co., 112 Washington St., East Walpole, Mass.
 Holt Mfg. Co., 651-81 20th St., Oakland 12, Cal.
 Hood Chemical Co., Inc., 80 Rittenhouse Pl., Ardmore, Pa.
 Hoof Products Co., 6543 S. Laramie Ave., Chicago 38, Ill.
 Hooker Electrochemical Co., Niagara Falls, N. Y.
 Hooper, Wm. E., & Sons, Woodberry, Baltimore, Md.
 Hope Chemical Corp., 545 Mineral Spring Ave., Pawtucket, R. I.
 Hope Webbing Co., Providence 1, R. I.
 Hopkins Equipment Co., 100 Maple Ave., Hatfield, Pa.
 Horn, A. C., Co., Inc., 10th St. & 44th Ave., Long Island City 1, N. Y.
 Horwath, A. A., & Sons, 1002 S. 13th St., Omaha 8, Neb.
 House of Plastics Div. Neon Sign Co., Inc., N. 14th at Taylor, Herrin, Ill.
 Howard Chemical and Supply Co., 1126 Christina St., Harrisburg, Pa.
 Howe Scale Co., Rutland, Vt.
 Hoyt Mfg. Corp., Forge Rd., Westport, Mass.
 Hub Printing Services, 320 N. Euclid Ave., Oak Park, Ill.
 Hubinger Co., 601 Main St., Keokuk, Iowa
 Hudson Fur Cleaning Co., 106 Cranston St., Providence, R. I.
 Huebsch Originators, 3726 N. Booth St., Milwaukee 1, Wisc.
 Hughes Co., 10 East 39th St., New York 16, N. Y.
 Hummel Chemical Co., 90 West St., New York 6, N. Y.
 Hungerford & Terry, Inc., 226 Atlantic Ave., Clayton 8, N. J.
 Huntington Laboratories, Inc., E. Tipton St., Huntington, Ind.
 Huron Milling Div., Hercules Powder Co., Delaware Trust Bldg., Wilmington 99, Del.
 Hutchinson Products Co., The, 331 Negley Ave., Butler, Pa.
 Hydractor Co., 7415 St. Louis Ave., Skokie, Ill.
 Hygrade Button & Supply Co., 19 W. 34th St., New York 1, N. Y.

Ideal Cleaners, 226 E. Pike's Peak Ave., Colorado Springs, Colo.
 Ideal Industries, Inc., Park Ave., Sycamore, Ill.
 Ideal Lighting Co., 2219 63rd St., Kenosha, Wisc.
 Ideal Mfg. Co., Beacon Falls, Conn.

Ideal Stencil Machine Co., 102 Iowa Ave., Belleville, Ill.
 Identification, Inc., 512 S. Peoria St., Chicago 7, Ill.
 Iig Electric Ventilating Co., 2850 N. Crawford Ave., Chicago 41, Ill.
 Illinois Laundry Machinery Mfg. Co., 3128 W. Lake St., Chicago, Ill.
 Imperial Dye House, 3421 Tulane Ave., New Orleans 19, La.
 Indiana Dye House, 122-126 State St., Hammond, Ind.
 Indiana Mfg. Co., 1900 E. Main St., New Albany, Ind.
 Industrial Equipment Co., 361 N. Ada St., Chicago 1, Ill.
 Industrial Grain Products, Ltd., 741 Talbot St., London, Ont., Can.
 Industrial Products Co., 2654 N. Fourth St., Philadelphia 33, Pa.
 Industrial Specialties Co., 261 Wayne Ave., Dayton 3, Ohio
 Infalco, Inc., P. O. Box 5033, Tucson, Ariz.
 Ingersoll-Rand Co., 11 Broadway, New York 4, N. Y.
 Ink-O Products Co., 5101 Monte Vista St., Los Angeles 42, Calif.
 Innis, Spiden & Co., 117 Liberty St., New York 6, N. Y.
 International Boiler Works Co., 500 Birch St., East Stroudsburg, Pa.
 International Duplex Corp., 1355 Market St., San Francisco, Cal.
 International Engineering, Inc., 1145 Bolander Ave., Dayton 1, Ohio
 International Harvester Co., Motor Truck Div., 180 N. Michigan Ave., Chicago 1, Ill.
 International Metal Polish Co., 1910 Quill St., Indianapolis 7, Ind.
 International Nickel Co., Inc., 67 Wall St., New York 5, N. Y.
 International Paper Co., Southern Kraft Div., 220 E. 42nd St., New York 17, N. Y.
 International Register Co., 2620 W. Washington Blvd., Chicago 11, Ill.
 International Salt Co., 220 E. 42nd St., New York 17, N. Y.
 International Steel Wool Corp., 2205 Park Rd., Springfield, Ohio
 International Tag & Salesbook Co., 3450 W. Division St., Chicago 51, Ill.
 International Ticket Co., 50 Grafton Ave., Newark 4, N. J.
 International Wire Hanger Mfg. Co., 2128 W. Lake St., Chicago 12, Ill.
 Invincible Vacuum Cleaner Mfg. Co., 14th & Davis Sts., Dover, Ohio
 Iwawebbing Co. of America, 1505 11th St., Wichita Falls, Texas
 Ions Exchange & Chemical Corp., 40-50 Leonard St., New York 13, N. Y.
 Iowa Soap Co., 816 Valley St., Burlington, Iowa
 Iron Fireman Mfg. Co., 3170 W. 108th St., Cleveland 11, Ohio
 Ironrite Inc., Mt. Clemens, Mich.
 Iselin-Jefferson Co., Inc., 90 Worth St., New York 13, N. Y.

Jacobson, Lawrence, Dye Works, Inc., Summerdale & Comly Sts., Philadelphia 49, Pa.
 Jackson, Samuel, Mfg. Co., 2518 Erskine St., P. O. Box 5007, Lubbock, Texas
 Jay-Dee, Inc., Mfg. Chemists, 940 Kenmore Blvd., Akron 14, Ohio
 Jayson's, Div. Jayson Silk Mills, 5428 Wyalusing Ave., Philadelphia 31, Pa.
 Jefferson Island Salt Co., Inc., Jefferson Island Bldg., 136 St. Matthews Ave., Louisville 7, Ky.
 J-G Chemists, 4368 Delmar, St. Louis 8, Mo.
 Jensen Mfg. Co., Broad St. & Hylton Rd., Palmyra, N. J.
 Johns-Manville, Celite Div., 22 E. 40th St., New York 16, N. Y.
 Johnson Chemical Industries, Inc., 99 Mellor Ave., Baltimore 28, Md.
 Johnson Corp., 855 Wood St., Three Rivers, Mich.
 Johnson Metal Hose, Inc., 10 Sperry, Waterbury 20, Conn.
 Johnson, S. C., & Son, Inc., Racine, Wisc.
 Johnson, W. F., Products Co., 309 Joliet Ave., San Antonio 9, Texas
 Johnson Bros., Inc., 100 Pine St., Ferrysburgh 1, Mich.
 Johnson & Jennings Co., Div. Pettibone-Mulliken Corp., 6917 Bessemer Ave., Cleveland 27, Ohio
 Jomac Inc., 6128 N. Woodstock St., Philadelphia 38, Pa.
 Jordan Corp., 6013 Wiehe Rd., Cincinnati 13, Ohio
 Juno Cleaner Supplies, Inc., 632 Wythe Ave., Brooklyn 11, N. Y.

K & K, Inc., 16 Sutton St., Lawrence, Mass.
 Kaleen Chemical Corp., 241 Church St., New York 11, N. Y.
 Kaler, S. A. Co., 383 Bloomfield Ave., Caldwell, N. J.
 Kandu Chemicals, Inc., 312 7th Ave., New York 1, N. Y.
 Kato Engineering Co., 1415 First Ave., Mankato, Minn.
 Kaycrest Products, 1426 W. 3rd St., Cleveland 13, Ohio
 Kaye & MacDonald, Inc., 11-15 Central Ave., West Orange, N. J.
 Keckly, O. C., Co., 400 W. Madison St., Chicago 6, Ill.
 Keel, H. C., Co., 7232 N. Western Ave., Chicago 45, Ill.
 Keeler, E., Co., 238 West St., Williamsport 3, Pa.
 Keefer Starch Co., Keefer Beach Div., 538 E. Town St., Columbus 15, Ohio
 Kee Zipper Corp., 541 W. 34th St., New York 1, N. Y.
 Keep Chemical Co., 50 E. 78th St., New York 21, N. Y.
 Kelco Co., Industrial Div., 75 Terminal Ave., Plattsburgh, N. Y.
 Kelco Engineering, Ltd., 352 Thames St., London, Ont., Can.
 Kelley Corp., The, 500 S. Cedar St., P. O. Box 381, Charlotte, N. C.
 Kellogg-American Div., Scaife Co., P. O. Box 10567, Pittsburgh 35, Pa.
 Kelvin Mfg. Co., 311 Sixth Ave., Rochelle, Ill.
 Kelvinator Div., Nash-Kelvinator Corp., 14250 Plymouth Rd., Detroit, Mich.
 Kenco Chemical Co., Inc., P. O. Box 912, Schenectady 1, N. Y.
 Kenite Corp., Harwood Bldg., Scarsdale, N. Y.
 Kennedy Car Liner & Bag Co., Inc., Hodel & Prospect Sts., Shelbyville, Ind.
 Kennedy Products Co., 9978 Springfield Pike, Cincinnati 15, Ohio
 Kenney Softener & Filter Co., 3322-24 Montrose Ave., Chicago 45, Ill.
 Kent Co., Inc., 244 Canal St., Rome, N. Y.
 Kentucky Box & Truck Co., Fourth & Alvasia Sts., (P. O. Box 463), Henderson, Ky.
 Kenney Boiler Corp., Franklin St. & Q Tracks, Kewanee, Ill.
 Keyes-Davis Co., 79 14th St., P. O. Box 155, Battle Creek, Mich.
 Keystone Aniline & Chemical Co., 321 N. Loomis St. (1400 W.), Chicago 7, Ill.
 Keystone Chemical Co., 2019 Center St., N. W., Cleveland 13, Ohio
 Keystone Coat & Apron Mfg. Corp. & Keystone Scent Conditioner Corp., 315 N. 12th St., Philadelphia 7, Pa.
 Keystone Laundry Machinery Co., 411 N. Paulina, Chicago 22, Ill.
 Keystone Paper & Box Co., S. Main & Maple Sts., Warehouse Point, Conn.
 Keystone Tag Co., West Chester, Pa.
 Key-Tag Checking System Co., 6509 Hough Ave., Cleveland 3, Ohio
 Kidde, Walter, & Co., Inc., 675 Main St., Belleville 9, N. J.
 Kirk & Blum Mfg. Co., 3120 Forrer St., (Oakley), Cincinnati 9, Ohio
 Kirkpatrick Specialties Co., 1731 W. Fulton, Chicago, Ill.
 Kirkpatrick Specialties Co., 7320 Melrose Ave., Los Angeles, Calif.
 Kirk's Suede & Leather Cleaners, 1731 W. Fulton St., Chicago 12, Ill.
 Kisco Boiler & Engineering Co., 2414 De Kalb St., St. Louis 4, Mo.
 Kleanmore Laboratories, Inc., 1926 N. Franklin Ave., Flint, Mich.
 Kleintest Laboratories, 940-950 Ohio River Blvd., Pittsburgh 2, Pa.
 Kletnick, L., & Co., 8342 S. Prairie Ave., Chicago 19, Ill.
 Kliegman Bros., Inc., 76-01 77th Ave., Glendale, Brooklyn 27, N. Y.
 Kling "100" Corp., 2840 N. Birch, Franklin Park, Ill.
 Klipfel Mfg. Co., 1000 Weller Ave., Hamilton, Ohio
 Knight, Maurice A., Settlement, Akron 6, Ohio
 Knitted Paddling Co., 105 Chapman St., Canton, Mass.
 Kohnstamm, H., & Co., Inc., 161 Avenue of the Americas, New York 13, N. Y.
 Kol Master Corp., P. O. Box 111, Oregon 1, Ill.
 Kordite Co., Div. Textron Inc., Main St., Macedon, N. Y.
 Korff Advertising, Norris Bldg., Grand Rapids 2, Mich.
 Korfund Co., Inc., Cantigue Rd., Westbury, L. I., N. Y.
 Kran-Mer Corp., 2433-35 N. Third St., Milwaukee 12, Wisc.
 Krasan Products, Inc., 1230 Edward St., P. O. Box 1166, Richmond 1, Calif.
 Kresky Mfg. Co., Inc., 307 Third St., Petaluma, Calif.
 Krevit, H., & Co., Inc., 11 Albert St., New Haven 11, Conn.
 Krieger, George W., Co., 535 W. 24th St., Up-land, Cal.

Kuf-Pins Mfg. Co., P. O. Box 958, Clearwater, Fla.
 Kunkle Valve Co., 119 S. Clinton St., Fort Wayne 2, Ind.
 Kwik-Kover Mfg. Co., 410 N. Kedzie Ave., Chicago 12, Ill.

L

Laclede Stoker Co., 4438 Hunt Ave., St. Louis 10, Mo.
 La France Dye House, 7606-22 Carnegie Ave., Cleveland 3, Ohio
 Laidlaw, W. A., Wire Co., Peoria, Ill.
 Lakewood Mfg. Co., 25039 Center Ridge Rd., Westlake, Ohio
 Lally, R. Co., 1729 Greenleaf Ave., Chicago 26, Ill.
 Lambooy Label & Wrapper Co., 2129 Portage St., Kalamazoo 29F, Mich.
 Lamson Corp., 801 Lamson St., Syracuse 1, N. Y.
 Lane, W. T. & Bros., Inc., Prospect St., Poughkeepsie, N. Y.
 Lanning Bag & Specialty Co., 205 Front St., Harvard, Ill.
 Lano Lustre Suede & Leather Co., 1731 Fulton, Chicago 12, Ill.
 Larick Mfg. Co., 287 Broadway, New York, N. Y.
 Larton Co., 4234 Third Ave., New York 57, N. Y.
 Latham Time Recorder Co., 72 Third St., N. W., Atlanta 8, Ga.
 Lattner, P. M., Mfg. Co., P. O. Box 1710, 1411 Ninth St., S. W., Cedar Rapids, Iowa
 Laundry Chemicals Co., 4538 W. 130th St., Cleveland 11, Ohio
 Laundry Equipment and Engineering Co., 1616 N. Hermitage Ave., Chicago 22, Ill.
 Laundry Machinery Div., Jefferson Wood Working Co., 14th & Hill Sts., Louisville, Ky.
 Laundry Specialties Co., 600 Reading Rd., Cincinnati 2, Ohio
 Laundry Textile Co., 2450 Ave. E., S. W., Winter Haven, Fla.
 L A Water Softener Co., 1007 Air Way, Glendale 1, Cal.
 Layne & Bowler, Inc., Box 6697, Hollywood Station, Memphis 8, Tenn.
 Leader Iron Works, 2126 N. Jasper, Decatur, Ill.
 Le Ann Furs, 334 Collinsville Ave., East St. Louis, Ill.
 Leathers' L. M., Sons, 675 Pulaski St., Athens, Ga.
 Leebaw Mfg. Co., 65 Wayne Ave., Youngstown 2, Ohio
 Lee Converters, Inc., 28 W. 23rd St., New York 10, N. Y.
 Leef Bros., Inc., 205 Irving Ave., N. Minneapolis 5, Minn.
 Le Fevre Chemical Co., 1708 W. Main St., Oklahoma City, Okla.
 Leffel, James, & Co., 426 East St., Springfield, Ohio
 Leprechaun, Inc., 475 Fifth Ave., New York 17, N. Y.
 Le Roi Div., Westinghouse Air Brake Co., N. Main & Russell, Sidney, Ohio
 Leslie Co., 297 Grant Ave., Lyndhurst, N. J.
 Lestoil Products Inc., 51 Garfield St., Holyoke, Mass.
 Lever Bros. Co., 390 Park Ave., New York 22, N. Y.
 Lewis, G. B., Co., 926 Montgomery St., Watertown, Wis.
 Lewis Invisible Stitch Machine Co., 129 W. 22nd St., New York, N. Y.
 Lewis National Corp., 1 Mt. Vernon St., Dorchester 25, Mass.
 Lewis, Philip L., Co., 24 Lyons Ave., Newark 12, N. J.
 Lewis-Shepard Products, Inc., 307 Walnut St., Watertown 72, Mass.
 Liberty Marking Tag Co., Inc., Terminal Drive, Plainview, N. Y.
 Lieberman, B. & Co., Inc., 111 Carosan Lane, Charlotte, N. C.
 Lilly, David, Box 167, Long Beach 1, Cal.
 Lincoln Bag Co., Inc., 4200 W. Schubert Ave., Chicago 39, Ill.
 Lincoln-Hudson Rug Dyers, Inc., 900 Passaic Ave., East Newark, N. J.
 Lincoln Research, Inc., 3250 Montrose St., Toledo 6, Ohio
 Lincoln Rug Co., Inc., 85 Springdale Ave., Newark, N. J.
 Lincoln-Schluetter Floor Machinery Co., Inc., 512 S. Peoria St., Chicago, Ill.
 Lindy Sales Co., 9601 W. Jefferson Blvd., Culver City, Calif.
 Linen Suppliers Advertising Corp., 175 Fifth Ave., New York 10, N. Y.
 Link-Belt Co., 307 N. Michigan Ave., Chicago 1, Ill.
 Linn Coach & Truck Div., Great American Industries, Inc., 443 Chestnut St., Oneonta, N. Y.
 Little Frenchman's Dye Works, 921 N. 25th St., Waco, Texas
 Little Scot Inc., 9437a Watson Industrial Park, St. Louis 26, Mo.
 Livingston, Edward, & Sons, Inc., 1735 Walnut St., Kansas City 8, Mo.

Livingstone Engineering Co., 100 Grove St., Worcester 5, Mass.
 Loebli Dye Works, Inc., 348 W. Salem Ave., Roanoke, Va.
 Lookout Boiler & Mfg. Co., Manufacturers Rd. & Compress St., Chattanooga 3, Tenn.
 Loroco Industries, Inc., 203 E. Benson St., Reading 15, Ohio
 Los Angeles Soap Co., 617 E. First St., Los Angeles, Calif.
 Loudon Machinery Co., 607 W. Broadway, Fairfield, Iowa
 Lowenstein, M., & Sons, Inc., 1430 Broadway, New York 18, N. Y.
 Loyal Textile Machinery Corp., 280 Scholes St., Brooklyn, N. Y.
 Lubbock Machine Co., Inc., Box 1138, Lubbock, Texas
 Lucas, Claude E., Associates, 880 E. Colorado, Pasadena, Calif.
 Lucas Products Corp., 3839 Seiss Ave., Toledo 12, Ohio
 Ludell Mfg. Co., 5200 W. State St., Milwaukee 8, Wis.
 Luecke Drapery Pleating Machine Co., 4831 N. Western Ave., Chicago 23, Ill.
 Lunkenheimer Co., P. O. Box 360, HH, Cincinnati 14, Ohio
 Luse, Wm. K. & Co., Lakeview, Ohio
 Lustrol Drycleaning Products Co., 1600 16th St., San Francisco 1, Calif.
 Lynch, John J., Co., 4702 E. 50th St., Los Angeles 58, Calif.
 Lynn Engineering & Mfg. Co., Inc., 507 Poplar St., Lancaster, Pa.

Mc

McBee Co., 295 Madison Ave., New York, N. Y.
 McCleary Brothers, Inc., 147 Auction St., Memphis, Tenn.
 McDonnell & Miller, Inc., 3500 N. Spaulding Ave., Chicago 18, Ill.
 McElmoyl, W. J., Co., 63 Church St., Groveville, N. J.
 McLay, Walter J., 1105 N. Water St., Milwaukee 2, Wis.

M

M & B Metal Products Co., 4415 Morris Ave., Birmingham, Ala.
 M-H Standard Co., 518 Communipaw Ave., Jersey City 4, N. J.
 M & M Chemical Co., 1559 W. Main St., Williamstown, Conn.
 Maas, A. R., Chemical Co., Div. Victor Chemical Works, 4570 Ardine St., South Gate, Calif.
 MacCarl Co., Inc., 4342 Pearl Rd., Cleveland 9, Ohio
 MacDonald Services, 8519 Germantown Ave., Philadelphia 18, Pa.
 Mack Trucks, Inc., 350 Fifth Ave., New York 1, N. Y.
 Mackler, B., & Sons, 155 W. 27th St., New York 1, N. Y.
 Madison Products Co., 105 16th St., Toledo 2, Ohio
 Mals Corp., 53-07 Van Dam St., Long Island City 1, N. Y.
 Magic Plastic Co., Ltd., 310 W. 93rd St., New York, N. Y.
 Magic Re-Weaving Service, 28 W. Second St., Salt Lake City, Utah
 Magic-Seal Packaging Products, 883 E. Hudson St., Columbus 11, Ohio
 Magic Textile Weavers, 948 W. McNichols Rd., Detroit 3, Mich.
 Magline, Inc., Penconning, Mich.
 Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.), 155 Inlay St., Brooklyn 31, N. Y.
 Malleable Iron Fittings Co., Branford, Conn.
 Mallinckrodt Chemical Works, Second & Mallinckrodt Sts., St. Louis 7, Mo.
 Manitowoc Engineering Corp., South 16th St., Manitowoc, Wis.
 Manitowoc Textiles Inc., 206 Revere Drive, Manitowoc, Wis.
 Marcene Chemical Corp., 225 Warwick Ave., Buffalo 15, N. Y.
 Marion Machine Foundry & Supply Corp., 90 West St., New York, N. Y.
 Marion Mfg. Co., Inc., P. O. Box 162, Station A, Atlanta, Ga.
 Market Industries, Inc., 1900 16th St., San Francisco 1, Calif.
 Mark-O Corp., 17 W. 60th St., New York 23, N. Y.

Mark-Tex Corp., 453 W. 17th St., New York 11, N. Y.
 Marlow Pumps, Div. Bell & Gossett Co., Box 200, Midland Park, N. J.
 Marlyn Chemical Co., Inc., P. O. Box 407, Lakeview, Ohio
 Marmion-Herrington Co., Inc., 1511 W. Washington St., Indianapolis 7, Ind.
 Marquette Corp., 307 E. Hennepin Ave., Minneapolis, Minn.
 Marsh, Jas. F., Corp., 2073 Southport Ave., Chicago 14, Ill.
 Marshall Co., 4350 N. Pulaski Rd., Chicago 41, Ill.
 Marshall Heater Co., 716-26 E. Monument Ave., Dayton 2, Ohio
 Martens Chemical Corp., 243 Clinton Ave., Kingsport, N. Y.
 Martin Equipment Co., Div. American Laundry Machinery Co., 5050 Section Ave., Cincinnati 12, Ohio
 Martin Fan & Blower Co., 4632 W. 21st Pl., Chicago 50, Ill.
 Martin, Reba, Inc., 4201 N. W. Second Ave., Miami 37, Fla.
 Matl Mfg. Co., 113 Live Oak St., San Antonio 5, Texas
 Marvella Corp., 2019 Center St., N. W., Cleveland 13, Ohio
 Mason-Neilan Regulator Co., 1190 Adams St., Boston 24, Mass.
 Master Builders Co., 7016 Euclid Ave., Cleveland 3, Ohio
 Master-Bilt Refrigeration Mfg. Co., 920 Palm St., St. Louis 7, Mo.
 Master, Geo., Div., Ligonier, Ind.
 Master Machinery Co., Anderson, Ind.
 Master Mfg. Co., 119 Main St., Sioux City 2, Iowa
 Master Mfg. & Equipment Co., 3000 St. Louis, Fort Worth 1, Texas
 Master Products Co., 7000 S. Wentworth Ave., Chicago 21, Ill.
 Maxant Button & Supply Co., 117 S. Morgan St., Chicago 7, Ill.
 Maytag Co., Newton, Iowa
 Mazzolla Spiroll Sales Corp., 2464 Raleigh Dr., York, Pa.
 Mead, George E., Co., 11240 S. Arroyo Dr., Whittier, Calif.
 Mears-Kane-Ofeldt, Inc., Div. S. T. Johnson Co., P. O. Box 223, Bridgeport, Pa.
 Medalie Mfg. Co., 213 First Ave., N., Minneapolis 1, Minn.
 Meese, Inc., 108 St. Michaels Ave., Madison, Ind.
 Mechanical Handling Systems, Inc., 4600 Nancy Ave., Detroit 12, Mich.
 Mehl Mfg. Co., 2057 Reading Pl., Cincinnati 2, Ohio
 Melody Cleaners, 500 W. Grand, Oklahoma City, Okla.
 Melrose Packaging Corp., 61-48 Fresh Meadow Lane, Flushing 65, N. Y.
 Memphis Hanger Co., 14th & P. & L. E. R. R., Monaca, Pa.
 Menasha Wood Split Pulley Co., 674 Tayco St., Menasha, Wis.
 Mendex Corp., 2300 Payne Ave., Cleveland 14, Ohio
 Mercury Cleaning Systems, Inc., 1817 Benson Ave., Evanston, Ill.
 Merson Products Co., Inc., 75 Montgomery St., Jersey City, N. J.
 Metalweld, Inc., Scotts Lane & Abbottsford Ave., Philadelphia 29, Pa.
 Metropolitan Body Co., 151 Kossuth St., Bridgeport 8, Conn.
 Mexico Refractories Co., Love & Cole Sts., Mexico, Mo.
 Meyerco Inc., 5323 W. Lake St., Chicago 44, Ill.
 Middlesex Paper Tube Co., Inc., 345 Chelmsford St., Lowell, Mass.
 Midland Color & Chemical Co., 15 Greene St., Jersey City 2, N. J.
 Midland Paint & Varnish Co., 3828 E. 91st St., Cleveland 5, Ohio
 Midwest Hanger Co., 2100 Guinotte Ave., Kansas City 20, Mo.
 Midwest Machinery Co., Box 7083, Oklahoma City, Okla.
 Miller, Geo., 358 Dundas St., Woodstock, Ont., Can.
 Miller Laundry Machinery Co., 8341 Lyndon Ave., Detroit 38, Mich.
 Miller, Louis, Co., 296 E. South St., Akron 11, Ohio
 MIL National Corp., 1101 E. Tremont Ave., New York 60, N. Y.
 Milwaukee Leather Belting Co., 1114 N. Water St., Milwaukee 2, Wis.
 Milwaukee Printed String Co., 2604 W. Fond du Lac Ave., Milwaukee 6, Wis.
 Mine Safety Appliances Co., 201 N. Braddock Ave., Pittsburgh 8, Pa.
 Minneapolis-Honeywell Regulator Co., 2747 Fourth Ave., S., Minneapolis 8, Minn.
 Minnesota Chemical Co., 2285 Hampden Ave., St. Paul 14, Minn.
 Minnesota Mining & Mfg. Co., 900 Bush Ave., St. Paul 10, Minn.
 Mint Personnel Specialists Agency, 111 W. 42nd St., New York 36, N. Y.
 Mitchell, J. B., Co., 4916-28 W. Jefferson Blvd., Los Angeles 18, Calif.
 Modine Mfg. Co., 1557 De Koven Ave., Racine, Wis.
 Mohawk Rubber Co., 1235 Second Ave., Akron 3, Ohio

MANUFACTURERS

Monarch Engineering Co., 500 Linden Ave., Dayton 5, Ohio
 Monte Co., Inc., 2510 Hampton Ave., St. Louis 10, Mo.
 Monist Co., 277 Greenbay Rd., Wilmette, Ill.
 Monroe Cataloguing Machine Co., Inc., 555 Mitchell St., Orange, N. J.
 Monroe Co., Inc., 10703 Quebec Ave., Cleveland 6, Ohio
 Montpelier Mfg. Co., Montpelier, Ohio
 Moore Business Forms, Inc., 900 Buffalo Ave., Niagara Falls, N. Y.
 Moore Co., 800 S. Missouri Ave., Marceline, Mo.
 Moore's Time-Saving Equipment, Inc., 1934 Sterling Ave., Elkhart, Ind.
 Moran Paint Co., P. O. Box 193, Xenia, Ohio
 Morehead Mfg. Co., 2455 W. Warren Ave., Detroit 8, Mich.
 Morey Seldin Machinery Corp., 5999 E. 56th, Indianapolis, Ind.
 Morheat Corp., 700 E. Kalamazoo St., Lansing 12, Mich.
 Morse Display Cases, 627 11th St., Wilmette, Ill.
 Morse Mfg. Co., Inc., 122 Dickerson St., Syracuse 2, N. Y.
 Moser Bag & Paper Co., 3049 E. 53th St., Cleveland 27, Ohio
 Mount Vernon Mills, Inc., 40 Worth St., New York, N. Y.
 Mulholland-Harper Co., 5820 Tacony St., Philadelphia 24, Pa.
 Multi-Clean Products, Inc., 2277 Ford Parkway, St. Paul 1, Minn.
 Multi-Counter Mfg. Co., 401 Broadway, New York 13, N. Y.
 Murray, D. J., Mfg. Co., 1002-24 Thrd St., Wausau, Wisc.
 Mutual Paper Box Co., Inc., 510 W. 27th St., New York 1, N. Y.
 Myer, Henry, Thread Mfg. Co., 319 W. Van-Buren St., Chicago 7, Ill.

N

Nagel Coat Hanger Co., 1200-18 Oliver St., Houston 7, Texas
 Na-Gro Sales, 220 Greenfield Ave., Newark, Ohio
 Namco Chemical Corp., 4765 Bellevue Ave., Detroit 7, Mich.
 Nashua Corp., 44 Franklin St., Nashua, N. H.
 Nashua Textile Co., Empire State Bldg., New York 1, N. Y.
 National Airtel Burner Co., Inc., 1284 E. Sedgley Ave., Philadelphia 34, Pa.
 National Aluminate Corp., 6233 W. 66th Place, Chicago 35, Ill.
 National Aniline Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.
 National Boiler Protector Co., 928 Reibold Bldg., Dayton 2, Ohio
 National Bundle Tyer Co., Dept. 10, Blissfield, Mich.
 National Cash Register Co., Main & K Sts., Dayton 9, Ohio
 National Chemical Sales Co., Inc., 414-16-18 Sixth St., N.W., Atlanta, Ga.
 National Cleaners Chemical Mfg. Co., 2809 W. Lake St., Chicago 12, Ill.
 National Combustion Co., 101-06 43rd Ave., Corona 68, N. Y.
 National Dryer Mfg. Co., 2500 60th St., Kenosha, Wisc.
 National Dye House, 5812 W. Washington Blvd., Culver City, Calif.
 National Dye Works, Inc., 3513 Washington Blvd., Baltimore 22, Md.
 National Engineering & Mfg. Co., 16th & Lamine, Sedalia, Mo.
 National Hatters Supply Co., Inc., 81 W. Van Buren St., Chicago 5, Ill.
 National Indemnity Exchange-National Fire Insurance Exchange, 3820 Washington Blvd., St. Louis 8, Mo.
 National Institute of Drycleaning, Silver Spring, Md.
 National Life Insurance Co., Montpelier, Vt.
 National Marking Machine Co., 4026 Cherry St., Cincinnati 23, Ohio
 National Paper Band Co., P. O. Box 126, Denver 1, Colo.
 National Paper & Type Co., 120 Wall St., New York 5, N. Y.
 National Pneumatic Co., Inc., 125 Amory St., Boston 19, Mass.
 National Repair Services, 615 E. Main St., Richmond 19, Va.
 National Soap & Chemical Co., 110 Fifth Ave., S. E., Minneapolis 14, Minn.
 National Starch Products, Inc., 270 Madison Ave., New York 17, N. Y.
 National Steam Pump Co., 701 W. Johnson, Upper Sandusky, Ohio
 National Systems of Garage Ventilation, Inc., National Ventilating Systems Div., 140 W. William St., Decatur, Ill.
 National Textile Chemical Co., 1984 E. 83rd St., Cleveland, Ohio
 National Textile Conservation Div., Research Laboratories, Sherron Acres, Durham, N. C.
 National Truck Leasing System, 23 E. Jackson Blvd., Chicago 4, Ill.

Naugatuck Mfg. Co., 35 S. 5th St., Waterbury 8, Conn.
 Necchi Sewing Machine Sales Corp., 164 W. 25th St., New York 1, N. Y.
 Neon Sign Co., Inc., House of Plastics Div., N. 14th St. Taylor, Herrin, Ill.
 Neva-Clog Products, Inc., 508 Logan St., Bridgeport 1, Conn.
 New Departure, Div. General Motors Corp., Bristol, Conn.
 New England Business Service, Riverbank Terrace, Townsend, Mass.
 New England Traveler Equipment Co., 301 Eastern Ave., Chelsea 50, Mass.
 Newhouse Specialty Co., Inc., 3827 San Fernando Rd., P. O. Box 1289, Glendale 4, Calif.
 New London Engineering Co., 1700 Division St., New London, Wisc.
 New South Mfg. Co., Inc., 711 Bankhead Ave., N. W., Atlanta, Ga.
 New York Belting & Packing Co., 1 Market St., Passaic, N. J.
 New York High Grade Button Works, 3569 Broadway, New York 31, N. Y.
 New York Pressing Machinery Corp., 880 Broadway, New York 3, N. Y.
 New York Telecoin Corp., 12 E. 44th St., New York 17, N. Y.
 New York Twine Corp., 110 Murray St., New York, N. Y.
 Nice Ball Bearing Co., 30th St. & Hunting Park Ave., Philadelphia 40, Pa.
 Nicholson, W. H., & Co., 12 Oregon St., Wilkes-Barre 1, Pa.
 Nicholson, Wm. J., Laboratories, 2971 W. Davidson, Detroit, Mich.
 Nissen, John P., Jr., Co., Glenside, Pa.
 No-Dam Co., 618 N. Wells St., Chicago 10, Ill.
 Nopco Chemical Co., Inc., First & Essex Sts., Harrison, N. J.
 Norge Sales Corp., Subs. Borg-Warner, Merchandise Mart Plaza, Chicago 54, Ill.
 Norjac Foam & Fabric, P. O. Box 7644 Oklahoma City, Okla.
 Norman Control Co., 5454 W. Higgins Ave., Chicago 30, Ill.
 North American Dye Corp., 22 North St., Danbury, Conn.
 North American Electric Lamp Co., 1090 Tyler St., St. Louis 6, Mo.
 North American Maestrelli, Inc., 145 E. 57th St., New York 22, N. Y.
 North American Mfg. Co., 4533 E. 71st St., Cleveland, Ohio
 North Coast Chemical & Soap Works, 6307-21 17th Ave., S., Seattle 8, Wash.
 Norton & Williams, Inc., 401 South Ave., East, Westfield, N. J.
 Nuodex Products Co., Inc., 830 Magnolia Ave., Elizabeth, N. J.
 Nu-Horizon System, 311 N. Chadbourne St., San Angelo, Texas
 Nu Mac Mfg. Co., 2536-24th Ave., So., Minneapolis 6, Minn.
 Nu-Pro Mfg. Co., 10700 Kahlmeyer Drive, Creve Coeur, St. Louis 32, Mo.
 Nutting Truck & Caster Co., 1125 W. Davidson St., Fairbault, Minn.
 Nu-Way Tailors, 119-10 Merrick Blvd., Jamaica 34, N. Y.
 Nyco Products Co., 110 W. 29th St., New York 1, N. Y.
 Nylonnet Corp., 2075 N. W. 75th St., Miami 47, Fla.

Oakite Products, Inc., 22B Thames St., New York 6, N. Y.
 Oakville Co., Div. Scovill Mfg. Co., 26 Main St., Oakville, Conn.
 Odor Instruments, Inc., 220 E. 42nd St., New York 17, N. Y.
 Ohio Centrifugal Co., 342 S. Monument Ave., Hamilton, Ohio
 Ohio Injector Co., 175 Laundry St., Wadsworth, Ohio
 Ohio Mechanics Institute, Central Parkway & Walnut St., Cincinnati 10, Ohio
 Ohmer Register Co., 740 Bolander Ave., Dayton, Ohio
 Oil-Rite Corp., 2318 Waldo Blvd., Manitowoc, Wisc.
 Oil States Petroleum Co., Inc., 233 Broadway, New York, N. Y.
 Old Dominion Iron & Steel Corp., P. O. Box 466, Bell Isle, Richmond 8, Va.
 Old Hickory Mfg. Co., Old Hickory, Tenn.
 Olin Cellulophane Div., Ecosto Paper Corp., 655 Madison Ave., New York 21, N. Y.
 Olin Mathieson Chemical Corp., Industrial Chemicals Div., Mathieson Bldg., Baltimore 3, Md.
 OlsenMark Corp., 124 White St., New York 13, N. Y.
 Olm, J. B. E., Corp., 1740 Broadway, New York 19, N. Y.
 Olson Filtration Engineers, Div., American Laundry Machinery Co., 5024 Section Rd., Cincinnati 12, Ohio
 Olson Industries, Inc., Adams, Wisc.

Omaha Dye Works, 24th & Poppleton, Omaha, Nebr.
 Ontario Iron Works, 32 Park St., Pulaski, N. Y.
 O. P. W.-Jordan Corp., Industrial Sales Div., 6013 Wiehe Rd., Cincinnati 13, Ohio
 Orchids of Hawaii, Inc., 305 Seventh Ave., New York 1, N. Y.
 Orr Felt & Blanket Co., Piqua, Ohio
 Orr & Semberow, Inc., Morgantown Rd., Reading, Pa.
 Oshkosh Filter & Softener Co., 51 Cape St., Oshkosh, Wisc.
 Ostair Laundry Machinery Co., 1001-3-5-7 Washington Ave., N., Minneapolis 1, Minn.
 Otis Corp., 1030 Chicago Ave., Evanston, Ill.
 Outside Venetian Blind Co., 2625 Elm St., Dallas 1, Texas
 Owens-Corning Fiberglas Corp., 16 E. 56th St., New York 22, N. Y.

P

P & H Industries, Inc., P. O. Box 14325, Dallas 34, Texas
 Paasche Airbrush Co., 1909 W. Diversey Parkway, Chicago 14, Ill.
 Pabst Brewing Co., Industrial Products Div., Merchandise Mart, Chicago 54, Ill.
 Pacific Car & Foundry Co., Renton, Wash.
 Pacific Coast Borax Co., 110 Park Ave., New York 17, N. Y.
 Pacific Coat Hanger Mfg. Co., 6710 Avalon Blvd., Los Angeles 3, Calif.
 Pacific Pumping Co., 9201 San Leandro St., Oakland 3, Cal.
 Package Chemical Co., Inc., 218 W. First St., Boston 27, Mass.
 Package Masters, 2525 S. Wabash Ave., Chicago 16, Ill.
 Packless Metal Hose Inc., 730 S. Columbus Ave., Mt. Vernon, N. Y.
 Padcraft Corp., 480 W. Front St., Red Bank, N. J.
 Pagoda Industries, Inc., 9th St. at Oley, Reading, Pa.
 Paisley Products, Inc., 1770 Canalport Ave., Chicago 16, Ill.
 Pak-Al Corp., 5663 Bridgetown Rd., Cincinnati 11, Ohio
 Pak-Rite Flexible Packaging Co., 135 W. 20th St., New York 11, N. Y.
 Pantex Mfg. Corp., P. O. Box 660, Pawtucket, R. I.
 Pantorium Cleaners, Inc., 3030 Salem Ave., Dayton 10, Ohio
 Paper Chemicals, Inc., 510 W. 27th St., New York 1, N. Y.
 Para-Lux Products Co., 4158 W. Schubert Ave., Chicago 39, Ill.
 Para Patch, Div. Anglo Chemical & Rubber Corp., 36 Walker St., New York, N. Y.
 Parisian Cleaners, 391 Chatham St., Lynn, Mass.
 Parisian Novelty Co., 3510 S. Western Ave., Chicago 9, Ill.
 Park & Tilford, 485 Fifth Ave., New York 17, N. Y.
 Parker, Sid E., Boiler Mfg. Co., 2035 E. 37th St., Los Angeles 58, Calif.
 Park-N-Clean, Inc., Woodner Bldg., 3636 16th St., N.W., Washington, D. C.
 Patek & Co., 1900 16th St., San Francisco 1, Calif.
 Patterson-Kelley Co., Inc., Burson St., East Stroudsburg, Pa.
 Patterson Laboratories, Inc., 11930 Pleasant Ave., Detroit 25, Mich.
 Payson Mfg. Co., 2916 W. Jackson Blvd., Chicago 12, Ill.
 Peabody Engineering Corp., 580 Fifth Ave., New York, N. Y.
 Pecora Paint Co., Lawrence St. & Sedgley Ave., Philadelphia 40, Pa.
 Peebles Pump Div., Food Machinery & Chemical Corp., 301 West Ave., 28, Los Angeles 31, Cal.
 Pellerin Milnor Corp., Jackson & Airline Highway in Kenner, P. O. Box 19264, New Orleans, La.
 Penick & Ford, Ltd., Inc., 420 Lexington Ave., New York 17, N. Y.
 Pennington Co., Riverside Ave., Gillette, N. J.
 Pennsalt Chemicals Corp., 3 Penn Center, Philadelphia 2, Pa.
 Pennsylvania Flexible Metallic Tubing Co., 7200 Powers Lane, Philadelphia, Pa.
 Pennsylvania Refining Co., Butler Savings & Trust Building, Butler, Pa.
 Pennsylvania Rubber Co., Penn-Craft Park, Jeanette, Pa.
 Per Corp., P. O. Box 305, Orange, N. J.
 Perelmutter, M., & Co., 4423-25 Broadway, Chicago 40, Ill.
 Perfect Thread Co., Inc., 45 W. 21st St., New York, N. Y.
 Perfecting Service Co., 332 Atandoe Ave., Charlotte 6, N. C.
 Perfection Marking Machine Co., 441 Detroit St., Denver 6, Colo.
 Perflex Corp., 500 W. Oklahoma Ave., Milwaukee 11, Wisc.
 Permafiber Corp., 450 Seventh Ave., New York 1, N. Y.
 Perma Products Co., P. O. Box 25, Linwood Station, Detroit 8, Mich.

R

Perma-Weld Co., Inc., 1947 N. Topeka, Topeka, Kans.
 Per-Mo Products Co., 1715 E. 36th St., Kansas City 3, Mo.
 Permutit Co., Div. Pfaunder Permutit, Inc., 50 W. 44th St., New York, N. Y.
 Perry Co., P. O. Box 2057, 110 Overpass Dr., Waco, Texas
 Personell Laboratory, Inc., 1 Park Ave., New York, N. Y.
 Peters Co., The, Div. Toledo Paint & Chemical Co., 17 Blucher St., Toledo 1, Ohio
 Pfaff Sewing Machine Sales Co., 820 Greenwich St., New York 14, N. Y.
 Phenix Supply Co., 1269 Pryor Road, S. W., P. O. Box 1662, Atlanta 1, Ga.
 Philadelphia Belting Co., Sixth & Spring Garden Sts., Philadelphia 23, Pa.
 Philadelphia Quartz Co., 1160 Public Ledger Bldg., Philadelphia 6, Pa.
 Philco Corp., Commercial Laundry Sales, Tioga & "C" Sts., Philadelphia 34, Pa.
 Phillips & Phillips Corp., 343 S. Dearborn St., Chicago 4, Ill.
 Phillips Process, Inc., 5101 Monte Vista St., Los Angeles 42, Cal.
 Phoenix Products Co., 4715 N. 27th St., Milwaukee 9, Wisc.
 Photoswitch, Inc., 77 Broadway, Cambridge 42, Mass.
 Piazza Engineering Co., 4317 W. Irving Park Rd., Chicago 41, Ill.
 Pick Mfg. Co., 355 S. Main St., West Bend, Wisc.
 Piece Control Tag Co., 3180 N. Broadway, Chicago 14, Ill.
 Pike Garments Inc., 4 W. 33rd St., New York 1, N. Y.
 Pinnacle Products Corp., 188 Tarrytown Road, Elmsford, N. Y.
 Piolet Button & Novelty Corp., 2537 Amsterdam Ave., New York 33, N. Y.
 Pittsburgh Coat Hanger Co., 644 Garfield Ave., Springdale, Pa.
 Pittsburgh Hanger Co., Monaca, Pa.
 Pittsburgh Plate Glass Co., Paint Div., 632 Duquesne Way, Pittsburgh, Pa.
 Pittsburgh Tag Co., 1112-20 Galveston Ave., Pittsburgh 33, Pa.
 Pittsburgh Waterproof Co., 2537 Penn Ave., Pittsburgh 22, Pa.
 Plas-Ties Co., 624 Poinsettia, Santa Ana, Calif.
 Plibro Co., 1800 Kingsbury St., Chicago 14, Ill.
 Pneumatic Engineering & Sales, 1010 Des Moines Bldg., Des Moines, Iowa
 Pocock, M. A., 1234 Central Ave., N. E., Minneapolis 13, Minn.
 Pocono Fabricators, Inc., Div. Patterson-Kelley Co., Inc., 2706 Linton St., East Stroudsburg, Pa.
 Poly Chemicals Inc., 141 Howe St., Lewiston, Me.
 Poly-Mat Mfg. Co., 1166 Weston Rd., Toronto, Ontario, Canada
 Popkins Fixture Co., 3722 Forest Park Blvd., St. Louis 8, Mo.
 Port Huron Detergent Co., Inc., 1320 Second St., Port Huron, Mich.
 Portmar Water Heater Co., Inc., 193 Seventh St., Brooklyn 15, N. Y.
 Porto-Fab Co., Inc., 9215 Weiss St., Dallas 9, Texas
 Powder Dispenser Co., Palestine, Texas
 Powers Regulator Co., 2810 Greenville Ave., Chicago 14, Ill.
 Pre-Marked Strip Tag Co., 3232 India St., P. O. Box 2430, San Diego 12, Calif.
 Pres-Grip Corp., 3108 Main St., Buffalo 14, N. Y.
 Premium Service Co., 115 W. 19th St., New York, N. Y.
 Presser Laundry Bag Co., 3111 Devon Ave., Chicago 13, Ill.
 Procter & Gamble Distributing Co., P. O. Box 599, Cincinnati 1, Ohio
 Procter & Swartz, Inc., Seventh St. & Tabor Rd., Philadelphia 20, Pa.
 Professional Laundry Shirt Sales, Inc., 1529 S. Third St., Louisville, Ky.
 Proportioners, Inc., P. O. Box 1442, Providence, R. I.
 Prosperity Co., Div. Ward Industries Corp., 701 Nichols Ave., Syracuse 1, N. Y.
 Prym, William, Inc., Dayville, Conn.
 Pure Oil Co., 35 E. Wacker Dr., Chicago 1, Ill.
 Purex Corp., Ltd., Industrial Div., P. O. Box 9686, Philadelphia, Pa.
 Purkett Mfg. Co., 325 E. Third St., Joplin, Mo.
 Pyrometer Instrument Co., Inc., 92 Portland Ave., Bergenfield, N. J.

Q

Quality Products Co., 4248 N. Elston Ave., Chicago 18, Ill.
 Queen City Engineering Co., Inc., Old Pineville Rd., P. O. Box 3103, Charlotte 3, N. C.
 Queen Transparent Specialties, 4637 Fullerton Ave., Chicago 39, Ill.
 Quigley Co., Inc., 527 Fifth Ave., New York 17, N. Y.
 Quik Pac Div., H. Wesley Hutchins Co., Hutching St., Auburn, Maine
 Quincy Compressor Co., 217 Maine St., Quincy, Ill.

R. & W. Specialty Mfg. Corp., 504 Metropolitan Ave., Brooklyn 11, N. Y.
 Railex Corp., 684 Dean St., Brooklyn 38, N. Y.
 Rainbow Dye Works, 109 S. 16th St., Louisville 2, Ky.
 Ramelli, Rudolph, Inc., P. O. Box 1085, Shreveport, La.
 Ramtite Co., Div. S. Obermayer Co., 2563 W. 18th St., Chicago 18, Ill.
 Randolph Laboratories, Inc., 8 E. Kinzie St., Chicago 11, Ill.
 Rapida-Standard Co., 535 Bono Ave., N.W., Grand Rapids 2, Mich.
 Rasenstoss Bag Co., Inc., 1904 Grove St., P. O. Box 44, Glenview, Ill.
 Rathbun Co., 8300 Millet St., Houston, Texas
 Ray Oil Burner Co., 1301 San Jose Ave., San Francisco 12, Cal.
 Reading-Pratt & Cady, Div. American Chain & Cable Co., Inc., Tulpehocken St. & Lebanon Valley R. R., Reading, Pa.
 Recordak Corp., subsidiary Eastman Kodak Co., 415 Madison Ave., New York 17, N. Y.
 Red Wing Products, Red Wing Bldg., New Hyde Park, N. Y.
 Reed Cleaners, 20 18th St., N., Fargo, N. D.
 Reed Mfg. Co., 1425 W. Eighth St., Erie, Pa.
 Reed-Stubin, Inc., 6015-5th Ave., Brooklyn, N. Y.
 Reed-Devix Drugs, Inc., Meriden, Conn.
 Reeves Bros., Inc., 54 Worth St., New York 13, N. Y.
 Refined Products Corp., 624 Schuler Ave., Lyndhurst, N. J.
 Registered Shirt Laundry Assn., Inc., 38 E. 57th St., New York 22, N. Y.
 Reister, George F., 2515-17 Jefferson St., Kansas City 10, Mo.
 Reliable Distributing Co., 12614 Superior Ave., Cleveland 12, Ohio
 Reliable Laundry Supplies, 7131 W. 60th St., Chicago 38, Ill.
 Reliable Machine Works, Inc., 238 Eagle St., Brooklyn 22, N. Y.
 Reliable Steam Pressing Machine Service, Inc., 175 Bergen St., Newark 3, N. J.
 Reliance Electric & Engineering Co., 1058 Ivanhoe Rd., Cleveland 10, Ohio
 Rema Corp., Ruby St., P. O. Box 86, Norwalk, Conn.
 Remington Rand, Inc., 315 Fourth Ave., New York, N. Y.
 Renard's, 741 Madison Ave., New York 21, N. Y.
 Reo Motors, Inc., 1314 S. Washington Ave., Lansing 20, Mich.
 Repel-O-Products Div., North American Merchandising Co., Transportation Bldg., Detroit 26, Mich.
 Republic Flow Meters Co., 2240 W. Diversey Parkway, Chicago 47, Ill.
 Republic Steel Corp., Republic Bldg., Cleveland 1, Ohio
 Research Laboratories Corp., P. O. Box 338, Durham, N. C.
 Research Products Corp., 1011 E. Washington Ave., Madison 3, Wisc.
 Resillo Press Pad Co., 6950 N. Central Park Ave., Chicago 45, Ill.
 Reslabs, Inc., Div. Linen Products Corp., 2155 W. 80th St., Chicago 20, Ill.
 Revere Copper & Brass, Inc., 230 Park Ave., New York 17, N. Y.
 Revere Electric Mfg. Co., 6009 Broadway, Chicago 40, Ill.
 Revolite Div., Raybestos-Manhattan, Inc., 500 Fifth Ave., New York 36, N. Y.
 Rhodes, Preston T., 520-22 N. 61st St., Philadelphia, Pa.
 Rich, Phil, Fan Mfg. Co., Inc., 2900 Caroline St., Houston 4, Tex.
 Richards-Wilcox Mfg. Co., 174 Third St., Aurora, Ill.
 Risdon Mfg. Co., Risdon St., Naugatuck, Conn.
 Rite-Temp Mfg. Co., 1209 W. Walnut St., Rogers, Ark.
 Riverside Chemical Co., Inc., 871-947 River Rd., North Tonawanda, N. Y.
 Riverside Mfg. Co., 4919-27 Connecticut St., St. Louis 39, Mo.
 Roberts Numbering Machine Co., 705 Jamaica Ave., Brooklyn 8, N. Y.
 Robins, G. S., & Co., 126 Chouteau St., St. Louis, Mo.
 Robot Laundry Machinery Sales, Div., Wolf Co., Wolf Ave., Chambersburg, Pa.
 Rockwell, W. S., Co., 200 Eliot St., Fairfield, Conn.
 Rodin Machinery Co., Div. Rodin Bros., 1331 S. Michigan Ave., Chicago 5, Ill.
 Roller Bearing Co. of America, Box 480, Trenton, 3, N. J.
 Roll-on-Sealer Co., Antioch, Ill.
 Rome Soap Mfg. Co., Sixth St., Rome, N. Y.
 Ronaflex Tubing Co., Inc., Packard Bldg., Philadelphia 2, Pa.
 Ronningen-Petter Co., 330 S. 27th St., Vicksburg 1, Mich.
 Root & Co., 11 Ionia, S. W., Grand Rapids 2, Mich.
 Roots-Connorsville Blower Corp., 900 W. Mount St., Connorsville, Ind.
 Roper, W. A., Supplies, Inc., 100 Ohio River Blvd., Emsworth-Pittsburgh 2, Pa.
 Rosenthal Mfg. Co., 5033 N. Kedzie Ave., Chicago 25, Ill.
 Rosenthal Paper Co., 200 Lynch St., St. Louis 18, Mo.

Ross Heat Exchanger Div., Box 2081 Buffalo 5, N. Y.
 Roth, Ray E., Co., 2430 Fourth Ave., Rock Island, Ill.
 Rouse, Max, & Sons, 391 S. Robertson, Beverly Hills, Cal.
 Ro-Wash, 696 Pembroke Rd., Jenkintown, Pa.
 Rowe Enterprises, Inc., 531 N. Stiles St., Linden, N. J.
 Rubber City Mfg. Co., 714 N. Main St., Akron 10, Ohio
 Rubberoid Co., 500 Fifth Ave., New York 18, N. Y.
 Rubin, E. L., Mfg. Co., 4 Monroe St., Pittsfield, Mass.
 Russell Mfg. Co., East Main St., Middletown, Conn.
 Russell Products, P. O. Box 622, 109 S. Broome St., Albemarle, N. C.
 Ruud Mfg. Co., 2025 Factory St., Kalamazoo, Mich.

S

Sabin Machine Co., 6536 Carnegie Ave., Cleveland 3, Ohio
 St. Louis Sticker Co., 1906 Pine St., St. Louis 3, Mo.
 Saf-A Products, Inc., 2 Avon St., Lewiston, Me.
 Sak-Rak Co., 801 Cole Ave., Monroe, La.
 Salomon, L. A., & Bro., Inc., 216 Pearl St., New York 38, N. Y.
 Samson & Shaffer, Inc., 542 S. Dearborn St., Chicago 5, Ill.
 Sandoz Chemical Works, Inc., 61-63 Van Dam St., New York 13, N. Y.
 Sani-Matic Brusher, 3945 N. Sheridan Rd., Chicago 13, Ill.
 Saniter Sales Corp., Div. Clopay Corp., Clopay Sq., Cincinnati, Ohio
 Santone Dry Cleaning Service, Div. Emery Industries, Inc., 4200 Carew Tower, Cincinnati 2, Ohio
 Sani-Top Co., Steppay Depot, Conn.
 Sarcos Co., Inc., 635 Madison Ave., New York 22, N. Y.
 Saturn Mfg. Corp., P. O. Box 89N, North Topeka, Kans.
 Saxe-Freeman Co., 1408 Harney St., Omaha, Nebr.
 Sayve Corp. of America, 2270 Seymour Ave., Cincinnati 12, Ohio
 Schaub, Fred H., Engineering Co., 5300 Belmont Rd., Downers Grove, Ill.
 Schirmer-Dombier Pump Co., 1719 E. 39th St., Cleveland 14, Ohio
 Schmidt Mfg. Co., 250-292 North St., New Bedford, Conn.
 Schramm, Inc., West Chester, Pa.
 Schwartz, B. W., Co., Box 205, Washington St., Two Rivers, Wisc.
 Schwitzer-Cummins Co., 1145 E. 22nd St., Indianapolis 7, Ind.
 Scientific Packages, Inc., 1827 Park Ave., Denver Colo.
 Seitch Equipment Co., Inc., 320 Washington St., Brookline 46, Mass.
 Seoville Mfg. Co., 99 Mill St., Waterbury, Conn.
 See-O-Matic Corp., 55 LaFrance Ave., Bloomfield, N. J.
 Security Fur Seal Co., Inc., 144 W. 27th St., New York 1, N. Y.
 Selig, Marcy, Machinery Co., 5999 E. 56th St., Indianapolis, Ind.
 Sellers Engineering Co., 4876 N. Clark St., Chicago 40, Ill.
 Seneca Dyers, Inc., 1227 Maple St., Rochester 11, N. Y.
 Serdex, Inc., 91 Cambridge St., Boston 14, Mass.
 Service Recorder Co., 1375 Euclid Ave., Cleveland 15, Ohio
 Setlow, M. & Sons, Inc., 131 Chestnut St., New Haven 7, Conn.
 Shane Uniform Co., Inc., 2013 W. Maryland, Evansville 7, Ind.
 Shell Oil Co., 50 W. 50th St., New York 20, N. Y.
 Shepherd, William F., Inc., 1747 Central Ave., Cincinnati 14, Ohio
 Sherman, James R., Plastics Corp., 893 Bergen St., Newark 12, N. J.
 Sherwin-Williams, 101 Prospect Ave., N. W., Cleveland 1, Ohio
 Shields Engineering & Mfg. Co., 277 E. 156th St., Cleveland 10, Ohio
 Shirt Valet Rental Plan, Inc., 38 E. 57th St., New York 22, N. Y.
 Shop-In-Car Corp., P. O. Box 1367, Shelby, N. C.
 Shreveport Garment Mfg., 908 McNeil St., Shreveport 95, La.
 Sibur Mothproof Co., P. O. Box 956, Colorado Springs 3, Colo.
 Sielring Mfg. Co., 106 Owen St., George, Iowa
 Signal Chemical Mfg. Co., Inc., 5020 Richmond Rd., Bedford, Ohio
 Signal Oil & Gas Co., Houston Div., P. O. Box 5008, Houston 12, Texas
 Silver Streak Conveyor Sales Co., P. O. Box 10685, Atlanta 10, Ga.
 Simco Co., 920 Walnut St., Lansdale, Pa.
 Simplex Oil Heating Corp., 7901 Oxford Ave., Philadelphia 11, Pa.
 Simplex Time Recorder Co., 24 S. Lincoln St., Gardner, Mass.

MANUFACTURERS

Singer Sewing Machine Co., Industrial Sales Dept., 149 Broadway, New York 6, N. Y.
Sink Supply Co., 1208 W. Main St., Louisville 3, Ky.
Sirota, Bernard, Co., 620 Smith St., Brooklyn 31, N. Y.
Skelly Oil Co., Industrial Div., 605 W. 47th St., Kansas City 41, Mo.
Skinner Electric Valve Div., 95 Edgewood Ave., New Britain, Conn.
Skrandel Co., 6433 S. Rockwell St., Chicago 29, Ill.
Slater-Robbins Co., Inc., 28-44 Borden Ave., Long Island City, N. Y.
Slick Trailer Stores, 3201 S. Clinton, Fort Wayne, Ind.
Slings, Inc., 795 Flatbush Ave., Brooklyn 26, N. Y.
Small Equipment Co., Div., American Laundry Machinery Co., Section Rd., Cincinnati 12, Ohio
Smith, A. O., Corp., Fernglass Div., P. O. Box 28, Kankakee, Ill.
Smith Bros. Co., P. O. Box 126, Plymouth, N. C.
Smith, Frank R., Co., 503 Front St., Orange, Texas
Smith, R. B., Co., 1609 S. Nevada Ave., Colorado Springs, Colo.
Smith, T. L., Co., 2835 N. 32nd St., Milwaukee 1, Wis.
Smith, X. S., Inc., Box 272, Red Bank, N. J.
Socony-Vacuum Oil Co., Inc., 26 Broadway, New York 4, N. Y.
Soden, P. N., & Co., Ltd., 2143 St. Patrick St., Montreal, Can.
Softener Corp. of America, 2412 Norwood Ave., Melrose Park, Ill.
Solupac Co., 5727 W. 36th St., Minneapolis 16, Minn.
Solvay Process Div., Allied Chemical & Dye Corp., 61 Broadway, New York 6, N. Y.
Some's Terminal Uniforms, P. O. Box 87-5 Cos. Branch, Jersey City, N. J.
Southeastern Textile Co., 222 E. Solomon St., Griffin, Ga.
Southern Advance Bag Operation, Continental Can Co., 530 Fifth Ave., New York 36, N. Y.
Southern Machinery Co., 1563 Hansford St., Charleston 24, W. Va.
Southern Mills, Inc., 585 Wells St., S. W., Atlanta 3, Ga.
Southland Enterprises, 1132 Pryor St., S. W., Atlanta, Ga.
Spear Box Co., Inc., 270 11th Ave., New York 1, N. Y.
Speare Co., 2235 S. Ford Ave., Chicago 16, Ill.
Specialty Devices Co., 805 E. 26th St., Norfolk 4, Va.
Speed Check Co., Inc., 551 Glenn St., S. W., Atlanta 3, Ga.
Speed-Queen, Div., McGraw-Edison Co., Doty St., Ripon, Wis.
Speedlite Chemicals Co., 1900 16th St., San Francisco 1, Calif.
Speedway Chemicals Co., 2029 Park Ave., Detroit 26, Mich.
Speedy Washer Mfg. Co., 5700 N. W. 35th Ave., Miami 48, Fla.
Spencer Chemical Co., Dwight Bldg., Kansas City, Mo.
Spencer, J. P., Corp., 173 Summerfield St., Scarsdale, N. Y.
Spencer Turbine Co., 486 New Park Ave., Hartford, Conn.
Spix Products Co., 119 Dahlem St., Pittsburgh 6, Pa.
Spotswood Parker & Co., 313 Techwood Dr., N. W., Atlanta, Ga.
Stadham Co., Inc., 1825-31 N. 20th St., Philadelphia 21, Pa.
Stadler Textile Weavers, 312 E. Wisconsin Ave., Milwaukee, Wis.
Stainpruf Mfg. Co., 2032 E. Seventh St., Los Angeles 21, Calif.
Staley, A. E., Mfg. Co., Decatur, Ill.
Stamford Chemical Co., 45 Jefferson St., Stamford, Conn.
Standard Bag Corp., 29-10 Hunters Point Ave., Long Island City 1, N. Y.
Standard Change Makers, Inc., 422 E. New York St., Indianapolis 2, Ind.
Standard Chemical Works Co., 538 E. Town St., Columbus 15, Ohio
Standard Factors Corp., 270 Madison Ave., New York 16, N. Y.
Standard Financial Corp., 530 Fifth Ave., New York 36, N. Y.
Standard Garment Co., 2283 Fulton St., Toledo 10, Ohio
Standard, Inc., 1431-32 Donaghey Bldg., Little Rock, Ark.
Standard Oil Co., 910 Michigan Ave., Chicago 80, Ill.
Standard Register Co., 626 Albany St., Dayton 1, Ohio
Standard Soap Co., Div., Concord Chemical Co., Inc., P. O. Box 800, Camden, N. J.
Sta-Neat Corp., 5602 Mockingbird Lane, Dallas, Texas
Stanley, John T., Co., Inc., 626-62 W. 30th St., New York 1, N. Y.
Sta-Nu Corp., 5101-15 N. Sheridan Rd., Chicago 40, Ill.
Starr Chemical Co., Inc., 134 Water St., Wakefield, Mass.
State Chemical Corp., 5699 Rising Sun Ave., Philadelphia 20, Pa.
Statikil, Inc., 1220 W. 6th St., Cleveland 13, Ohio
Stauffer Chemical Co., 380 Madison Ave., New York 17, N. Y.

Stay-Fresh Corp., 3945 N. Sheridan Rd., Chicago 13, Ill.
Steamaster Automatic Boiler Co., 5819 Compton Ave., Los Angeles 11, Calif.
Steamaster Co., Inc., 110 W. 30th St., New York 1, N. Y.
Steam Engineering & Sales Co., 1818 W. 47th St., Chicago, Ill.
Stearns, George, Chemical & Mfg. Co., 119 E. Main St., Madison, Wisc.
Stebbins Mfg. & Supply Co., 1735 Blake St., Denver 2, Colo.
Steele Mfg. Co., 3418 Gratoit, St. Louis 3, Mo.
Steele Canvas Basket Co., Inc., 199 Concord Turnpike, Cambridge 40, Mass.
Steele, J. W., & Co., 12th Ave. & Howell, North Kansas City 16, Mo.
Steel Products Engineering Co., 1205 Columbia St., Springfield, Ohio
Stein, Lawrence M., Co., 815-25 W. Van Buren St., Chicago 7, Ill.
Steiner Co., 740 N. Rush St., Chicago 7, Ill.
Steinman Paper Co., 1320 Halsted Ave., Chicago 22, Ill.
Stephens-Adamson Mfg. Co., Ridgeway Ave., Aurora, Ill.
Sterling Air Conditioning Corp., 358 W. Main Ave., Gastonia, N. C.
Sterling Electric Motors, Inc., 5401 Telegraph Rd., Los Angeles 22, Calif.
Sterling Engineering & Mfg. Corp., 1 Reservation Rd., Hyde Park 36, Mass.
Sterling, Inc., 3738 N. Holton St., Milwaukee 12, Wis.
Sterling Supply Corp., 5699 Rising Sun Ave., Philadelphia 20, Pa.
Sternberg, B., 5719 E. Claridge Circle, Dallas 19, Texas
Sterwin Chemicals, Inc., 1450 Broadway, New York 15, N. Y.
Steven, Michael, Corp., 525 W. 52nd St., New York 19, N. Y.
Stevenson Co., Stevenson, Conn.
Stevenson, Jordan & Harrison, Inc., 205 W. Wacker Dr., Chicago 14, Ill.
Stewart-Warner Corp., Alenite Corp., 1826 Diversey Parkway, Chicago 14, Ill.
Stitt-Reed, Inc., and/or Wm. A. Reed & Co., Inc., 8432 44th Pl., Lyons, Ill.
Stomac Engineering Co., Inc., 200 W. 25th, Cleveland 13, Ohio
Stone Boiler Equipment Corp., 186 Powers St., Brooklyn 11, N. Y.
Story Mfg. Co., 205 Lafayette Ave., Bellevue, Ky.
Stout, David, & Sons, 7018 Manchester Blvd., St. Louis 17, Mo.
Stover Water Softener Co., Stover Bldg., St. Charles, Ill.
Street, R. H., & Co., Inc., 561 W. Monroe St., Chicago 6, Ill.
Strike's Laundry Machinery, Inc., 221 N. Westmoreland Ave., Los Angeles 49, Calif.
Strommer & Arpe Co., 139-414 Franklin St., New York 13, N. Y.
Stromberg Time Corp., 109 Lafayette St., New York 13, N. Y.
Strong, Carlisle & Hammond Div., 508 Sandusky St., Conneaut, Ohio
Stry-Lenkoff Co., 815-825 E. Market St., Louisville 6, Ky.
Studebaker Corp., South Bend, Ind.
Suede & Leather Refinishers of America, 75 E. Wacker Drive, Chicago 1, Ill.
Suede-care, Inc., 50 Station Plaza, Hempstead 1, N. Y.
Suede King, 1311 E. State St., Sharon, Pa.
Superior Boiler Works, 3400 East Fourth, Hutchinson, Kans.
Superior Combustion Industries, Inc., 1475 Broadway, New York 36, N. Y.
Superior Pad Co., Box 208, Akron 9, Ohio
Superior Products Co., Inc., 50 Tufts St., Somerville 45, Mass.
Superior Reweavers, 116 Peachtree Arcade, Atlanta 3, Ga.
Super Laundry Machinery Co., 1113 W. Cornelia Ave., Chicago 13, Ill.
Sure-Hold Div., Nashua Corp., Franklin St., Nashua, N. H.
Sureloc Paper Clip Co., 66 Kenyon Ave., Wakefield, R. I.
Surlice Protection Co., Inc., 16799 Euclid Ave., Cleveland 12, Ohio
Sutherland Paper Co., 243 E. Paterson St., Kalamazoo 13-D, Mich.
Sweda Cash Register, Inc., 7313 N. Harlem Ave., Chicago 48, Ill.
Swift & Co., General Soap Dept., 4115 Packers Ave., Chicago 9, Ill.
Swiss Cleaners & Laundry, 915 S. Sixth St., Louisville, Ky.
Sylvania Div., American Viscose Corp., 122 E. 42nd St., New York 17, N. Y.
Sylvania Electric Products, Inc., 500 Fifth Ave., New York 1, N. Y.
Swingline, Inc., 32-00 Skillman Ave., L. I. City 1, N. Y.

Tad Chemical Co., Div., Acme Industrial Compounds Corp., 625 S. Goodman, Rochester 7, N. Y.
Tagit Co., 1212 11th St., Rockford, Ill.
Talcott Mfg. & Sales Co., 2225 E. Ninth St., Wichita, Kans.
Talb Industries, Inc., Front & Master Sts., Philadelphia 22, Pa.
Talley Laundry Machinery Co., 1156 Battleground Ave., Greensboro, N. C.
Talon, Inc., 626 Arch St., Meadville, Pa.
Tatonis Co., 4300 Euclid Ave., Cleveland 3, Ohio
Tash, Al, Dye Works, Grand Prairie, Dallas County, Texas
Taubman, Samuel, & Co., Inc., 176 Madison Ave., New York 16, N. Y.
Taylor Host, Inc., 4418 Griffin Ave., Los Angeles 31, Calif.
Taylor, W. A., & Co., 7300 York Rd., Baltimore 4, Md.
Teb Research & Development Co., 686 Greenwood Ave., Atlanta, Ga.
Technical Tape Corp., 240 North Ave., New Rochelle, N. Y.
Telex Engineering Corp., 1 Washington Ave., Providence 1, R. I.
Tele-Vue Packaging Products, Inc., 300 S. 12th St., New Hyde Park, N. Y.
Texas Co., 135 E. 42nd St., New York, N. Y.
Tex Tag Control Systems, 522 W. Peachtree St., Atlanta, Ga.
Textile Marking Machine Co., Inc., 2204 Erie Blvd., East, Syracuse 1, N. Y.
Textile Products, 181 Chestnut St., Newark 1, N. J.
Thermold Products Co., Inc., 723 Main St., Grandview, Mo.
Thermopatch Corp., 2432 Grand Concourse, New York 58, N. Y.
Thomaston Mills, E. Main St., Thomaston, Ga.
Thompson & Sons, Inc., 8130 W. 47th St., Lyons, Ill.
Thompson, H. C., Clock Co., 2915 Federal St., Bristol, Conn.
Thompson-Hayward Chemical Co., 2915 Southwest Blvd., Kansas City 8, Mo.
Thoson Chemical Co., 619 N. Jackson St., Lima, Ohio
Thoro Products Co., 3240 Larimer St., Denver 5, Colo.
Thrifty Weavers, 310 N. St. Clair St., Toledo 4, Ohio
TickeTag Corp., 513 N. Wrenn St., High Point, N. C.
Tillot Container Corp., 6000 Wilson Ave., Kansas City 23, Mo.
Time Savers, Inc., 83-99 Walnut St., Montclair, N. J.
Timken Roller Bearing Co., 1835 Dueber Ave., S. W., Canton 6, Ohio
Tingue, Brown & Co., 1765 Carter Ave., New York 57, N. Y.
Titusville Iron Works Co., Div., Struther Wells Corp., 51 Drake St., Titusville, Pa.
Todd Co., Inc., 1150 University Ave., Rochester 3, N. Y.
Toledo Scale Co., 1076 Telegraph Rd., Toledo 12, Ohio
Tolex Corp., 2108 Washington Ave., New York 37, N. Y.
Tork Clock Co., Inc., 1 Grove St., Mt. Vernon, N. Y.
Tower Chemical Sales, P. O. Box 446, McKeesport, Pa.
Towne & Country Cleansing Craftsmen, 48 Chandler St., Worcester, Mass.
Trane Co., Second & Cameron Sts., La Crosse, Wisc.
Travelers Insurance Co., Hartford, Conn.
Tremm Chemical Corp., 1865 N. E. 144th St., Miami, Fla.
Trent Tube Co., East Troy, Wisc.
Trico Chemical Div., Tri-State Equipment Co., 402 Sweetland Bldg., 1010 Euclid Ave., Cleveland 15, Ohio
Trico Fuse Mfg. Co., 2948 N. Fifth St., Milwaukee 12, Wisc.
Triner Scale & Mfg. Co., 2714 W. 21st, Chicago, Ill.
Trion Chemical Works, Inc., 341-49 Scholes St., Brooklyn 6, N. Y.
Tropical Paint & Oil Co., 1110-1300 W. 70th St., Cleveland 2, Ohio
Troy Chemical Co., 338 Wilson Ave., Newark 5, N. J.
Troy Laundry Machinery Div., American Machine & Metals, Inc., East Moline, Ill.
Troy Sunshade Co., Plum & Grant Sts., Troy, Ohio
Tru Color Dye Works, Inc., 24-47 44th St., Long Island City 3, N. Y.
Tuchman Cleaners Cooperative Advertising Plan, 4401 Keystone Ave., N. Indianapolis 5, Ind.
Twin City Machinery Co., 301 Jonesboro Rd., Monroe, La.
Tyson Sales Co., Inc., 1212 Washington Ave., Houston, Texas

T

Taco Heaters, Inc., 137 South St., Providence 3, R. I.

U

Ultra White Co., Inc., P. O. Box 1973, Roanoke 1, Va.
Underwood Corp., 1 Park Ave., New York 16, N. Y.

Uniflow Mfg. Co., Erie, Pa.
 Uniform Sales Co., 527 W. Roosevelt Rd., Chicago 7, Ill.
 Unimac Co., 802 Miami Circle, N. E., Atlanta 5, Ga.
 Union Carbide Chemicals Co., Div., Union Carbide Corp., 270 Park Ave., New York 17, N. Y.
 Union Iron Works, 15th & Cascade St., Erie, Pa.
 Union Oil Co. of California, Los Angeles, Calif.
 Unipress Co., Inc., 2800 Lyndale Ave., S., Minneapolis 8, Minn.
 United Body Co., Gallion, Ohio
 United Autographic Register Co., 5000 S. California Ave., Chicago, Ill.
 United Brass Works, Inc., Randleman, N. C.
 United Cotton Goods Co., Inc., 101 E. Broadway, Griffin, Ga.
 United Fabrics Co., 223 W. Jackson Blvd., Chicago, Ill.
 United Laboratories, Inc., 2863 Noble Rd., Cleveland 12, Ohio
 United Print Shop, 283 Seventh Ave., New York 1, N. Y.
 U. S. Blind Stitch Machine Corp., 231 W. 29th St., New York 1, N. Y.
 U. S. Gauge Div., American Machine & Metals, Inc., Clymer Ave., Sellersville, Pa.
 U. S. Industrial Chemicals Co., Div., National Distillers & Chemical Corp., 99 Park Ave., New York 16, N. Y.
 U. S. Machine Corp., Lebanon, Ind.
 U. S. Metals Corp., Puerto Nuevo, Box 3336, San Juan, Porto Rico
 U. S. Mining Corp., 6363 Wilshire Blvd., Los Angeles 48, Calif.
 U. S. Rubber Co., Koylon Div., 407 N. Main St., Mishawaka, Ind.
 U. S. Rubber Co., Textile Div., 1230 Ave. of the Americas, New York 20, N. Y.
 U. S. Steel Co., 525 William Penn Pl., Pittsburgh 30, Pa.
 U. S. Tag & Ticket Co., 2217-21 Robb St., Baltimore, Md.
 U. S. Tissue Converting Co., 1848 W. Washington Blvd., Los Angeles 7, Calif.
 United Steel & Wire Co., 175 Fonda Ave., Battle Creek, Mich.
 United Vacuum Appliance Corp., Connersville, Ind.
 Unit Wash Corp., 162 S. Washington St., Plainville, Conn.
 Universal Body Sales, Inc., London Road, Delaware, Ohio
 Universal Cleansing & Dyeing Co., 1218 E. 71st St., Cleveland, Ohio
 Universal Laundry Machinery Co., 3739 Page Blvd., St. Louis, Mo.
 Universal Match Corp., 400 Paul Ave., St. Louis 35, Mo.
 Universal Metal Hose Co., 2133 S. Kedzie Ave., Chicago 23, Ill.
 Universal Solvent Co., Springfield, Delaware Co., Pa.
 Utility Appliance Corp., 12611 Crenshaw Blvd., Hawthorne, Cal.
 Utility Truck Distributors, Inc., Union City, Ind.

V

V & W Equipment Co., 2173 Briarcliff Rd., N. E., Atlanta 6, Ga.
 Valdura Div., American Marietta Co., 43 E. Ohio St., Chicago 11, Ill.
 Valley Craft Products, Inc., Div., O'Neil-Irvin Mfg. Co., 770 Jefferson Ave., Lake City, Minn.
 Vanbar Co., 519 N. Monroe St., Decatur, Ill.
 Van Chemical Co., 539 Third St., Detroit 26, Mich.
 Vapor Heating Corp., 230 Park Ave., New York 17, N. Y.
 Vapor Jet Steam Products, Inc., 348 W. 42nd St., New York 36, N. Y.
 Vara, A. G., & Son, Inc., 53 Clark St., Hamburg, N. Y.
 Veeder-Root, Inc., 70 Sargeant, Hartford 2, Conn.
 Velan Engineering Co., 6585 Jeanne Mance St., Montreal, Can.
 Vie Manufacturing Co., 1313 Hawthorne Ave., Minneapolis 3, Minn.
 Victor Adding Machine Co., 3900 N. Rockwell St., Chicago 18, Ill.
 Victor Balata & Textile Belting Co., 53 Park Pl., New York 7, N. Y.
 Victor Chemical Works, 155 N. Wacker Drive, Chicago 6, Ill.

Victor Lubricator Sales Co., Mildred & North Aves., Antioch, Ill.
 Viking Pump Co., Fourth & Newman Sts., Cedar Falls, Iowa
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THE CUSTOMERS ALWAYS WRITE

Round the World

To the Editor:

We would like 100 reprint copies of the article "Pioneer Plant Thrives on Equator" which appeared in the December 1960 issue of *THE NATIONAL CLEANER*.

This reprint will be made available to business publications, trade journals and the technical press in 65 different foreign countries through International Cooperation Administration overseas offices. The materials will be reproduced only once in English or the language of the country concerned by each publisher solely in areas outside the United States serviced by the ICA technical aid program and by law is not to be used in any way within the United States.

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JAMES E. WHEAT, JR.
Publications & Public Information Div.
U. S. Department of Commerce
Washington, D. C.

Scientific Cleaning Well Done

To the Editor:

Referring to your December 1960 issue, there is an excellent article in this issue written by Cort Antonson, "Cleaning Requires Scientific Procedures," which we wish all of our drycleaner customers would read. Would it be possible to obtain 200 copies of the article?

KAY BURROWS
MacArthur Petroleum & Solvent
Co., Inc.
South Kearny, N. J.

Proud of Plant Story

To the Editor:

We are most appreciative of the articles written on our new drycleaning plant, shown in the January issue of *THE NATIONAL CLEANER*.

Needless to say, it is very gratifying to be recognized by the industry, and to see it in words and pictures makes all the hard work of accomplishment worth while.

We have one extreme regret—that

being the untimely death of the writer—our business associate and good friend, Art Schuelke. As you know, he came to our plant on his return trip from the Northwest, at which time he secured data and pictures for the article. He had known the business we were working hard to establish, almost from the start, visiting with us from time to time. The writer had gained much from Art that was useful and helpful, as he knew the industry so well, and was a most keen observer through his extensive travel. We feel a definite loss of friend and advisor.

Since we are so proud of the article, we are most anxious to have about 15 to 20 copies of the issue.

HERMAN J. JANSEN
Vogue Cleaning Dyeing & Laundry
Inc.
Salt Lake City, Utah

Welcome Visitor

To the Editor:

I have read of the tragic death of Mr. Schuelke, Editor and General Manager of *THE NATIONAL CLEANER*, in a recent air disaster.

This news has come as a shock to me and although I have never met Mr. Schuelke personally, we have corresponded quite often and have, of course, exchanged our drycleaning business papers regularly.

I am visiting the U.S.A. in early February for the Philadelphia drycleaning exhibition and convention and also to see some drycleaning operations in New York and elsewhere, and I was hoping during my visit to have the pleasure of meeting Mr. Schuelke in person.

Unfortunately, this will not now be possible. I realize what a great loss this must mean to your paper and to the drycleaning industry in America, and I trust you have been able to appoint somebody of similar calibre to take his place.

I will take the opportunity of calling at your office during my stay in

New York and hope to have the pleasure of meeting you.

P. E. WOOLLEY
Dry Cleaning & Dyeing Journal
London, England

Tribute From Nebraska

To the Editor:

This letter is to tell you that Nebraska drycleaners will miss Art Schuelke. So many of us knew him personally. We respected him for his leadership and for the contributions he made to our industry—and we loved him for his fellowship and genuine warmth.

Art was to have been scheduled at the Little National in Des Moines. It must be despairing for the Iowa committee to arrange for a replacement.

On behalf of the Nebraska Association will you extend to Mrs. Schuelke and her two daughters our hearts and gratitude for sharing Art with us?

OSCAR F. NIELSEN
Nebraska State Drycleaners
Association
Aurora, Neb.

A Good Friend

To the Editor:

... Art had been a very good friend to me on every visit of mine to the United States since the war, and I remember well his great friendliness to me in discussions at Max Hall's drycleaning seminar in Denver just over a year ago.

His death will be a great loss to the industry in America and I would like to send my sympathy to you and your paper in losing such a great character.

ARTHUR R. L. OLIVER
A. & E. Chapman Ltd.
Portsmouth, England

... To me, Art was a good friend. He was a person I could turn to when I wanted to know something. If he didn't know, he went out of his way to help me find someone who did. No one can do more than that.

He was a man who believed greatly in the future of the industry... he worked hard for it... and certain it is that his voice, speaking to the industry, will be sorely missed.

PEGGY DWYER, President
Bureau of Laundry and Dry Cleaning
Standards
Washington, D. C.

Let's Hear From You . . .

We welcome your inquiries, your views about every phase of the drycleaning industry, your problems and your solutions to problems. Address:

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